

# CBW

Coach and Bus Week

The PSV industry's news weekly • 1 March 1997 • Issue 258

## AUTHORISATION CUT FOR GCT

Licence reduced  
by 30 vehicles

HOW FRIENDLY  
IS THE BENDI?

We take a look  
at artic coaches

BANNED FOR  
SIX MONTHS

Hills of Hersham  
off the road

FIRST SLICE OF  
CAPITAL ACTION

FirstBus buys  
CentreWest



Is super Pointer round the corner?

# PLAXTON: THE WAY AHEAD

## INSIDE

- All the PSV News 4-14
- Cover Story 8&9 • Tour News 16&17
- Legal News 18-20 • Marksman 23 • Diary 24
- Letters 26 • Artics 28&29 • Investors 32&33
- Deals 34&35 • Back-up 36 • People 59

## CBW CLASSIFIED

Best for all buyers and sellers

# A New Stage in Coaches.

Toyota introduce a more advanced level of midi-coach travel with their all new Optimo IV. The latest addition to their award winning range. Its new 4.1 litre turbo charged engines have been designed to avoid all possible hold-ups on the highway. And revised transmission ratios mean improved fuel economy, so you'll be forced to hand over less of your valuables. It also has wider seats all with seat belts which mean that everyone gets to travel first class in this superior carriage. For more detailed information on our very latest stage-coach, please telephone Steve Prime on 01737 768 585. He is always guaranteed to stand and deliver.

## OPTIMO IV

THE COACH IN FRONT IS A  TOYOTA



For more information please contact Steve Prime, Coach Sales Manager, Toyota (GB) Ltd., The Quadrangle, Redhill, Surrey RH1 1PX. Tel. 01737 768 585. Erringtons of Evington, Leicester. Tel. 0116 273 0421. Moseley (PCV) Ltd., Doncaster. Tel. 01302 330600. Moseley Distributors Ltd., Lanarkshire. Tel. 01236 422 445. Moseley In The South Ltd., Taunton. Tel. 01823 324 926. Salvador Caetano (UK) Ltd., Heather. Tel. 01530 263 333.

**NEOPLAN****SJ CARLTON**  
SECOND TO NONE

Long Life German Build Quality

SJ Carlton, Carlton House, Euroway Est, Hellaby, Rotherham S66 8QL  
Tel: 01709 700600 Fax: 01709 700007

**Coach and Bus Week** is published by Emap Automotive, part of Emap Business Communications, Wentworth House, Wentworth Street, Peterborough PE1 1DS  
Tel 01733 467000 Fax 01733 467154

**Editor**

Mike Morgan 01733 467139

**News editor**

Mark Williams 01733 467140

e-mail: [MarkW@automotive.emap.co.uk](mailto:MarkW@automotive.emap.co.uk)**Production editor**

Frank Forster 01733 467142

**Tourism editor**

William Golden 01733 467141

**Northern news editor**

Andrew Jarosz 0113 2566505

**Designer**

Tina Golden 01733 467143

**Advertisement manager**

Hugh Cairns 01733 467151

**Advertising team leader**

Julia Hinkins 01733 467144

**Senior sales executives**

Neil Mason 01733 467147

James Pask 01733 467145

**Sales executive**

Leanne Dow 01733 467148

**Classified telesales executive**

Michelle Wood 01733 467146

**PA to publishing director**

Lisa Wilson 01733 467157

**Group production manager**

Nicky Curd 01733 467121

**Production assistants**

Debi McGowan 01733 467123

Suzanne Porter 01733 467124

**Publishing director**

Mark Barton 01733 467136

**Managing director**

Ian Griffin 01733 467007

**Subscriptions**

0181 956 3015

Emap Readerlink, Audit House, 260 Field End Road, Ruislip, Middlesex HA4 9LT OR Jazz Walshe on 01733 467048

**Back issues**

0181 956 3062

**CBW** is available only by pre-paid subscription**Annual subscription UK £49 per year****Annual Subscription Europe and Eire £92. Overseas £124**

All rates include postage

**Typesetting and origination:** Goodfellow & Egan, Orton Southgate, Peterborough**Printing:** William Gibbons, WolverhamptonContributions should be sent to The Editor, **Coach and Bus Week**, Wentworth House, Wentworth Street, Peterborough PE1 1DS

The editor cannot accept responsibility for claims and statements by authors and manufacturers whose views do not necessarily represent those of the publisher, or for any mistakes or misprints, although every care is taken to ensure accuracy. Reproduction of any part of this publication in any manner is not permitted without prior consent of the publishers

**ISSN 1351-3877**

© Emap Automotive 1997



Supporting publication for BTTF 1997



# Training only part of the equation

**T**RAINING is far too often seen as a quick fix to a staffing problem. Need a driver? Hire someone and train them. Introduce a new computer system. Ensure installation includes on-site training for operatives.

It's equivalent to a functional approach to a puncture or bodywork damage. Unless the tube is patched or panel replaced the coach or bus has to stay in the yard.

Why not ask a few basic questions first? Like: "How many times has a rear offside panel been replaced?" Then you will probably discover a vulnerable dry-stone wall on a particular route. There could be actions that will prevent the damage.

This type of thinking underpins our attention to Investors in People over recent weeks. Investors gets to the heart of coach and bus management. It encourages a fundamental look at the culture which determines attitudes and relationships.

Given that needs can be identified within a framework of thinking that goes beyond solving a short-term need, training is integral to a process that keeps improved quality service as the target.

Thankfully we can identify forward-thinking companies which show the way ahead. Among coach operators, Clarkes is the first with IIP but others such as Rennies of Dunfermline

are working to the same goal.

In this issue of **CBW** you will read further confirmation that manufacturers are putting quality achievement at the top of their agenda.

Plaxton, under guidance from its new plant director Geoff Lee, has thrown out old thinking that quality should be checked at every stage of production without each employee taking individual responsibility. Why should they when faults are picked up and rectified by someone else?

However, an operator and its staff may be perfectly presented and its vehicles immaculately built but the customer can still be let down. What happens if the heating is temperamental, the video flickers or the drinks machine blows a fuse?

Suppliers should be working to recognised standards and benefit from consistent training. At the moment no-one in our industry is tackling this critical deficiency. Unless something is done, all the other fine work and fine sentiments are papering over a crack wide enough to undermine the industry's road to higher quality standards.



**Mike Morgan,**  
**Editor**

## REACHING THE PARTS OTHER COMPANIES CANNOT REACH

# SJ CARLTON

SECOND TO NONE



**Tel: 01709 700600 Fax: 01709 700007**

THE ONLY APPROVED NEOPLAN STOCKIST



## ▼ Obituaries

**Boydons partner**

DOUGLAS Martin Boydton, partner in Boydons Coaches of Winkhill, Staffordshire, has died aged 73. He was predeceased only two months before by his brother and fellow partner, Derek.

Mr Boydton joined his father in the family business, keeping it running throughout World War 2.

Ill health forced him into semi-retirement some years ago but, following his brother's death, he started once again to take an active part in running the business with his sons.

He leaves a widow, two sons and a daughter.

**Malcolm Hurst dies**

MALCOLM Hurst of Hurst Coaches, Wigan, died suddenly last Friday aged 64.

Mr Hurst's suffered a heart attack at home.

Having started with one coach in 1969, Mr Hurst had built up the business to a 21-vehicle fleet and the day before his death was actively involved in the business, making the buying decision for a new tri-axle Scania Century which the family-owned company says will be dedicated in his memory.

He leaves a wife, Joan, daughter Valerie and two sons, Malcolm and Stephen.

**Stop Press**

NATIONAL Express has won the seven-year ScotRail passenger rail franchise which provides the majority of rail services in Scotland together with Anglo-Scottish sleeper services. It is committed to 38 new trains for Strathclyde and nine for Edinburgh-Glasgow.

## ▼ Coach

**VAT due on perks**

CUMBRIA-BASED Westmorland Motorway Services Ltd must pay VAT on the full retail price of inducements offered to coach drivers to encourage them to stop at service stations, the High Court in London decreed last week.

The decision overturned a tribunal ruling last May that VAT should be payable only on the cost to the service station of the inducement. However, the final outcome has attracted less publicity than the practice of offering inducements itself, with some newspapers describing it as a 'scam' and a 'ruse'.

The High Court judge, Mr Justice Lightman, described how deals had been struck with service stations whereby the driver would get free cigarettes and a meal in return for stopping a coach at the station with 20



or more people on board for at least 30 minutes.

The driver would go to the service station shop and give the name of his company and number of people on board, the judge explained. He would then collect his free cigarettes or cash in lieu before taking a free meal at the self service cafeteria.

Justice Lightman rules that, although the food and cigarettes were gifts, they were still liable to be taxed.

A spokesman for Customs and Excise, which brought the High Court case, said: "We are aware the press is looking at this as a morality issue but that is not our business. We saw this as a barter arrangement and believed VAT should be payable on the full retail cost of the cigarettes and meal." He understood the offer of inducements to be widespread, involving drivers from a large number of coach companies.

## ▼ Bus

**Offer gives FirstBus capital foothold**

FIRSTBUS' £54 million offer for former LT subsidiary CentreWest Ltd stands to give employee shareholders up to £6,000 each, if they vote in favour of the acquisition, which will give FirstBus its first operating bases in London.

The offer, which has already been accepted by the company's four directors, is currently being put to over

2,300 CentreWest shareholders, who must declare their acceptances in time for an extraordinary general meeting to be held on 18 March.

The shareholdings, which were distributed free, in three tranches, following the company's privatisation in September 1994, are accompanied by a range of assurances on employment and pension rights including mainte-

nance of present rates of pay, local identities and status of CentreWest as part of the group.

In addition to operations in West London, the company acquired the operations of the Berks and Bucks Bus Company and London Buslines from Len Wright's Q Drive in March last year. CentreWest md Peter Hendy said that, as part of the deal, all existing management would stay on. "FirstBus shares our philosophy of service quality, produced by investment in people and assets, and I'm pleased that our employees, shareholders and customers will have the opportunity to benefit from being part of a larger group."

The £54 million consideration includes £30 million of debt repayment, £5 million for the redemption of preferred ordinary shares owned by HSBC finance, and £19 million for the equity, of which £6.9 million will be shared between employees, with the remainder going to the four directors, seven senior managers and HSBC. FirstBus will finance the deal through a combination of a new share issue and internal resources.



CentreWest shares FirstBus philosophy of service quality

## ▼ Coach and Minibus

**Belts under**

by Mike Morgan

BRITAIN'S coach and minibus industries held their breath this week as the controversial screening of the BUSK-financed seatbelt pull-test on a 16-year-old Plaxton Supreme hit the nation's TV screens.

Trailers for the BBC1 *Here and Now* programme presented the coach as a vehicle which "only last week was carrying children to school."

Industry trade association, the Confederation of Passenger Transport, moved quickly to allay fears over safety of children on school transport. Director general Veronica Palmer condemned sensationalist

# retro-fitting put TV microscope

## Busk-financed pull-test fails to meet M3 standard

reports as irresponsible and said: "We are the safest vehicles on the road with or without belts."

What followed was footage of the test under the auspices of Dr George Read at Manchester Metropolitan University. The Supreme body had been cut and the rear mounted on a test rig prior to being subjected to a European standard M3 - ie 6.66 G pull for 0.2 secs.

The result was replayed several times to show the seat ripped from its floor and side-wall mountings. But the seatbelt and its anchorage remained intact.

Dr Read, who confessed that minibuses have

been his main concern, and the programme documented examples of belts on side-facing bench seats and three-point belts on low-back seats - alleged dangerous installations - in a sample of school minibuses. He concluded that some older vehicles are not designed to be fitted with seatbelts.

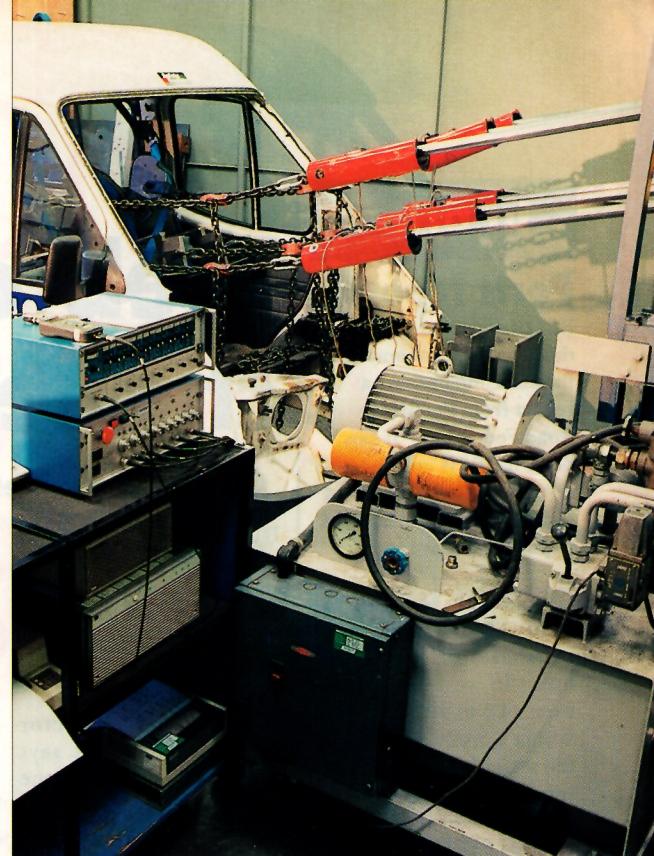
It's a view confirmed by the manufacturer, Plaxton. Managing director, Neil Beresford said he stood by his opinion that he could not see an economical way of finding an engineering solution to fitting belts and meeting safety requirements in pre 1988 coaches.

Mr Beresford said:

"Someone has to demonstrate that successful test work has been done on the floor and the seat."

"These older coaches are not as safe as newer vehicles. However, the older coaches are much safer than a car." Sympathising with operators pressured by customers and legislation, Mr Beresford said: "It is clearly wrong that some operators are trapped between economic realities and the needs of the law."

"However, it is equally wrong that we are trying to fool the public and it is disingenuous for people to turn a blind eye to the problems of retrofit."



Testing time: call to demonstrate success

Meanwhile, seatbelt fitter, Dave Nickson of Elite Services, has the evidence of MIRA tests to support his claim that seatbelts can be fitted to older coaches ...and comply with the M3 standards.

He has offered BUSK

a second test using a Duple Dominant fitted by Elite with seatbelts. In a letter to BUSK founder Pat Harris he said: "I shall be arranging a complete test of the seatbelts, anchorage points and seat to floor, to an M3 load for 0.2 seconds."

## ▼ Coach

### News Digest+++News Digest+++

■ APPROACHING £10 million of Scottish Office transport challenge fund money is to be ploughed into two schemes designed to promote bus usage. Aberdeen City Council will receive £5.3 million to help fund a park and ride scheme along the busy A944 route between Kingswells and the city centre.

And a further £4 million has been awarded to Stirling Council to introduce North Sea gas powered vehicles on a corridor linking the castle, the town centre and a park-and-ride facility at a new business park. The £30 million funding package announced last week by the Scottish Office will also help support a 390 space park-and-ride facility at Ferrytoll interchange, north of the Forth Road Bridge.

■ BRIAN Souter, Ann Gloag and two other Stage-

coach directors - Brian Cox and Keith Cochrane - have all elected to take their dividend out of the company in the form of shares. The decision was hailed by the Perth-based group as 'a vote of confidence' in the expectation of its shares going higher. Following an interim dividend, largest shareholder Brian Souter has seen his number of shares in the group rise by a further 126,301 to more than 36.5 million.

■ SPECIALIST insurance broker Spencer Moray has started trading. The company comes about as a result of the management buyout of BMS Chapman Stevens Bristol office. Coach fleet and travel related insurances will continue to form the backbone of the company's activities.

■ OVERTON, the supplier of coach and bus body fittings has gained ISO 9001

quality accreditation.

■ SJ CARLTON, the Rotherham-based UK concessionaire for Neoplan, is poised to start work on its new parts facility. The work will include new offices and an increase in computerisation. More staff will be taken on.

■ EMPLOYEE shareholders of Taybus Holdings have given unanimous backing to the company's £12 million take-over by Birmingham-based Travel West Midlands, the National Express subsidiary.

Employees who paid £500 for a single share in the company when it was privatised six years ago can each expect to net upwards of £25,000 from the takeover. As part of an employment protection resolution, each employee will be allocated one share - valued at £1 - in the new TWM-owned operation.

## ▼ Coach and Bus

### Free copy of guide

THIS week CBW gives you your free copy of the 1997 Coach and Bus Guide.

Hot off the press, it is the definitive directory for all operators seeking information on all aspects of the PSV industry.

It contains the comprehensive up-to-the-minute listing of coach and bus operators to date.

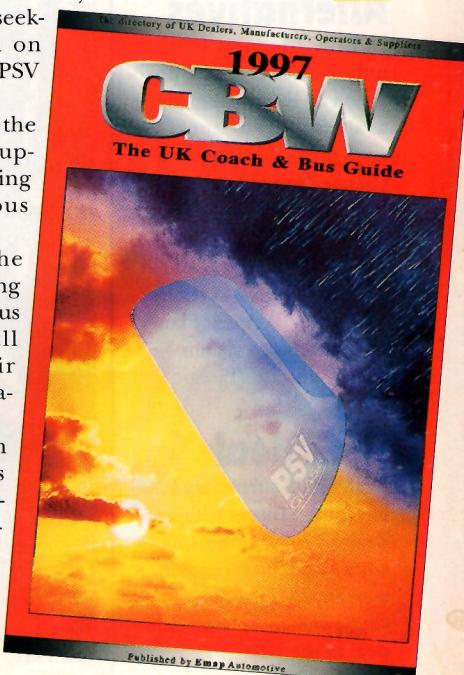
And, for the first time, we bring you all the big bus groups with full details of their subsidiary companies.

In addition the guide lists industry suppliers, manufacturers, and dealers.

If you need further copies of this invaluable refer-

ence source, ring the CBW circulation dept on 01733 467048 where you can purchase them for £25.

CBW



**In brief****Ports report**

POOR access to ports damages the economy and the environment says a report from the British Road Federation. It says ports traffic is up almost 20 per cent in 10 years and is calling for a special fund to pay for better roads.

**Scania blow**

DESPITE increasing market share for trucks and buses in western Europe from 14.3 to 15.5 per cent, Scania's profits slipped for the second successive quarter at the end of 1996. Total sales for the year fell from 44,637 to 42,991 and a significant fall in demand is expected in its European markets. Coach and bus sales in Europe increased by 4.7 per cent, strengthened by its largest single UK order for 144.

**EU fuel duty**

EUROPEAN transport commissioner Neil Kinnock has given the International Road Transport Union unambiguous confirmation that European Union member states may apply differential rates of excise duty on fuel and, where applicable, a lower rate to commercial diesel.

**Alternatives**

PUBLIC transport improvements can be proposed by local authorities as alternatives to trunk road proposals following a change agreed by the Department of Transport and Department of Environment, making road schemes subject to review under the Regional Planning Guidance system which sets out strategic policies.

**PMT deal**

FIRSTBUS subsidiary PMT has joined forces with car dealer King Ford to sponsor a Ford Explorer 4x4. It is believed to be the largest single vehicle sponsorship deal in the UK.

**▼ Coach**

# Web claim challenged

**Operator on Net for six months**

DURHAM City Coaches has challenged the claim by Peter Davie of Nova Travel to be the first coach company to offer its services on the Internet (CBW, 22 February).

In fact, director Michael Lightfoot says Durham City has gone one step further by advertising its Web address on the rear of its coaches.

Mr Lightfoot said his company had been on the Net for the last six months. However, he doubts that Durham City is the first UK coach company touting its wares worldwide.

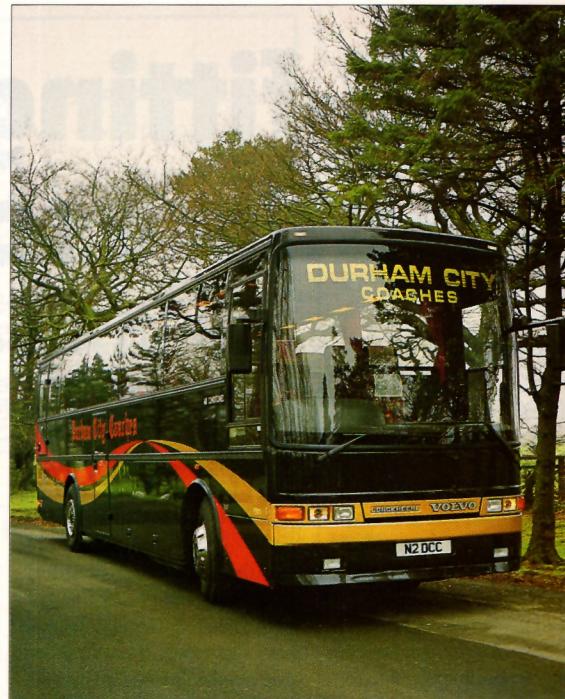
He said: "It is still

by Mike Morgan

early days for the Internet but I truly believe that the Net will become an essential marketing tool for many companies within the next few years.

"We can already claim some success with our Web site as it has helped us to secure a contract worth £10,000 this Summer transporting an American choir around the UK.

"It is quite an expensive exercise to get on the Net. However, we were lucky to get sponsored by Durham University Business School and County

**Durham City Coaches: 'web won us work'**

Durham TEC through their joint venture, The Page Project. It was the Page Project's aim to make local companies more aware of information technology systems and to give

them access to the World Wide Web. The sponsorship that we received was worth about £1,000."

■ Find out more on [www.cdtec.co.uk/ext/durhamscoaches](http://www.cdtec.co.uk/ext/durhamscoaches).

**▼ Bus**

# New DPTAC low-floor spec



**DPTAC chairman Bob Taylor: access push**

THE Disabled Persons Transport Advisory Committee (DPTAC) has a new bus specification covering the essential design requirements of low-floor buses.

It complements existing DPTAC spec by covering the additional features required in fully accessible vehicles.

The PSV Accessibility Regulations will introduce mandatory access requirement for new buses under the Disability Discrimination Act 1995 and they will be circulated for consultation.

Meanwhile, DPTAC's new document will help manufacturers, local authorities and operators ahead of legislation.

■ Copies are available from: The Secretariat, Zone 1/11, Department of Transport, Great Minster House, 76 Marsham Street, London SW1P 4DR. Tel 0171 271 5258.

**▼ Coach**

# Harrington buys Halls

ROBERT Harrington of Coventry has spread his wings with the acquisition of Halls, Bedworth's oldest family coach firm.

Mr Harrington started Harrington's Coaches with a minibus four years ago and previously ran a taxi firm. He has offices at Baginton Airport and a PCV driver training school.

His expansion into Bedworth follows a long-standing sporting contact with the area. As a football referee he is one of only a handful of officials to have twice taken charge of the Bedworth Nursing Cup final.

Eight-coach operator Halls was a third-generation family business which started as a haulage company and had one of the first solid-tyred charabancs in the area.



# One small step...

250mm to be precise. Which, for a parent with toddler and pushchair, can make all the difference.

Not just a detail, but one of many customer-friendly innovations which have earned us a reputation as one of the UK's top quality bus manufacturers.



But it's not only the user-friendly features on the Excel which leave the competition standing. Fully integrated monocoque construction means all the components are specifically designed to work with each other, eliminating interface problems; and heavy duty mechanicals add up to reliability and long service too.

At Optare we know that buying a bus is the first step in a long term commitment, that's why we operate a 'one-stop-shop' philosophy. From single source purchasing right through to lifetime support for servicing and parts.

And we can help you with financing too. Our range of bespoke packages means you can buy Optare vehicles on terms which suit you - and your accountant. If you would like to know more, call us on **0113 264 5182**.

**Its a small step, but it could mean a giant leap for your business.**



**EXCEL, THE DETAILS ADD UP**

## ▼ Coach

## Dennis mods allow revamp

MODIFICATIONS by Dennis have allowed Plaxton to build the first coach bodies with centre Continental exit and sunken toilet on Javelin chassis.

First built are two for Hong Kong and a demonstrator has been built for the UK.

Taking the Javelin GX as the base, the changes to the chassis do not affect the location of major components but free space in the frame on the offside. All future Javelins will be built to the



### Ten Excaliburs for Pemico follow in the wake of Dennis demonstrator

new standard, giving operators and bodybuilders this extra option.

Peckham Mini Coaches, trading as Pemico Travel of Bermondsey, will be first in the UK with the centre toilet GX when it puts a trailblazing fleet

of 10 on the road in May.

This year is the family-owned company's silver jubilee and director David Roff explained the choice of coach which will replace all 12 full-size vehicles in the Pemico fleet at a stroke.

He said: "We wanted to upgrade the fleet, like the Javelin and preferred the Excalibur."

At present the company runs Javelin, Scania and Leyland in addition to five midicoaches and a large fleet of LDV minis.

## ▼ Coach and Bus

## Rethink over quality control process

PLAXTON, under guidance from its new plant director Geoff Lee, has thrown out old thinking that quality should be checked at every stage of production without each employee taking individual responsibility.

Mr Lee was brought in last November to take responsibility for the Scarborough and Anston manufac-

turing plants of the Henly subsidiary. Surprisingly he says there's "not a million miles difference" between the industry he left, aerospace, and coach and bus manufacture.

It's an assembly process using thousands of individual parts while making sure that quality and high-levels of productivity are in focus across the system. He said: "It's all about delivery, cost and quality and the process of continuous cost control was present in aerospace."

Consequently he quickly focused on the outdated inspection orientated approach. He is driving forward a change to quality control where people who do the job take responsibility for their own contribution to the finished product.

Mr Lee said: "I want a move to a culture where

everyone owns their own quality." He says the key to the new audit culture is a detailed definition of standards at each production stage so that statistical control techniques can be used.

He claims that such techniques are common within the automotive industry. Indeed, he says coach and bus is one of the last bastions of the old quality control methods, which are shown to be less effective. "Why should it be when workers can adopt the attitude that faults will be picked up, and fixed, by someone else?"

Based on the belief that "constant change is here to stay," Mr Lee is promoting frequent opportunities for two-way discussion with the shop floor. Regular 'Plaxton Tomorrow' seminars present the company's strategy while daily start-up meetings cascade suggested solutions up through the organisation. Mr Lee said: "Within an hour of starting work issues can be addressed."

Quality has become a moving feast, according to Mr Lee, who says that standards acceptable today will not be accepted tomorrow.

Meanwhile, increased productivity continues to come under the Lee microscope. He said: "Productivity has doubled in the last three years and we can do it again."



High flyer: Geoff Lee has aerospace experience

## ▼ Bus

## Plaxton could

SUPER Pointer could be round the corner as Plaxton maintains its policy of continuous development to ensure the sales momentum for its top selling midibus is maintained.

First unveiled as a Reeve Burgess body on Dennis Dart, Pointer production quickly moved to Scarborough to spearhead a revival in bus body production by Plaxton, taking the company into the low-floor arena for the first time last year with a wider body on Dart SLF and Volvo B6LE. At the same time the 10.6-metre Dart took Pointer into the full-size single-deck league.

And Pointer bus bodies are expected to be the continuing success story as Plaxton gears up for 1997 orders.

Last year the company sold 603 Pointers and built 588 while its target for this year is 700-plus, according to sales and marketing director, David Quainton.

With production now heavily focused on the low-floor product first launched at Coach & Bus 95, Mr Quainton confirmed that

## ▼ Coach and Bus

## High tech

THE next generation of Plaxton coach and bus bodies remains a closely guarded secret but CBW has learned that the relentless march of new technology will have a major impact on the designs for the year 2000.

An investment in the latest computer-assisted design software has been commissioned at Plaxton's Scarborough headquarters placing its engineers at the leading edge.

Bus engineering

# In 'super Pointer' be in the pipeline

## Changes as firm gears up for '97 orders

by Mike Morgan

further refinements in the pipeline include new front and rear styling... and Su-

per Pointer. Though he refused to lift the veil on all the details, some Pointers will shortly be leaving Scarborough with a new image



**Scoop: our first sight of the revamped styling**

inspired by Ogle.

However, this is more than a face change, adding 100 mm to total length.

Rounded corners soften the overall front and rear as angles have been taken off to produce a welcome look which will be echoed by a re-designed interior.

Sutrik heating using coach-type roof-mounted intakes will be fed through a radiator and blown through TVI-supplied coving which incorporates Invertec lighting.

The perimeter floor-mounted system is likely to be retained and the thermostat control will include gradual fade between low and high fan speeds.

The fresh look has flush bonded single or stepped double-glazing and a side moulding will extend around the vehicle at skirt height.

Attention to the rear moves the air-intake from roof-top to the side, puts filler caps behind profiled corner flaps and adds high-level warning lights.



**This year coach output will settle at 10 a week**

### ▼ Coach

## Output on the up

OUTPUT from Plaxton's Eastfield factory at Scarborough will be driven up this year.

Pointer production lines will be turning out 16 a week and 'unprecedented' demand for Beaver minibus on the new Mercedes-Benz Vario means output is expected to be around six a week, 50 per cent up on last year, by the second half of the year.

Meanwhile, coach production will settle at around 10 a week. Coach orders going down the line during CBW's visit to the factory last week included: three dozen

Premiere 350-bodied Volvo B10Ms which are part of Wallace Arnold's 1997 order; a debut batch of 10 air-conditioned Premiere 350s on Dennis Javelin GX for Travellers; 19 Volvo B10Ms for Excelsior with a mix of Premiere 320, 350 and Excalibur bodywork; Premiere 350-bodied B10s for Bakers of Biddulph (4), Classic Coaches (4), and Tellings Golden Miller (2); seven DAF Bus SB3000 with Premiere 350 bodies for Speedlink; one Excalibur/B10M for Easons and a Premiere 320/Dennis Javelin for Slacks.

**CBW**

## is key to the future

manager Ron Cresswell demonstrated the new system, which enables designers to work in three-dimensions. He said it was a major leap forward from the old 2D approach.

Once loaded with data from the chassis manufacturer the designer has a visual display that is as close to the virtual reality as they could wish for. Body components are added and the image can be rotated, enlarged and reduced.

Components can be detached and added. Weights and build tolerances can be calculated.

Drawings can be printed for the benefit of the shop floor and suppliers, ensuring accuracy of fit.

With each terminal costing £55,000 the company is determined to give its design team an efficiency boost commensurate with a parallel drive in increased productivity and quality.



**A new dimension: 3D design now being used at the Plaxton factory**

## ▼ Bus

# East Lancs clinches big decker orders

Four won for the soon to be launched Premyer

EAST Lancashire Coach-builders has secured four major orders for its soon to be launched Premyer double-deck bus body.

Using common components with East Lancs' other products, the Premyer has conventional steel-framed structure and matches Spryte or Flyte single-deck styling on the lower deck with Cityzen-like top deck.

Largest delivery will be to Nottingham City Transport, which is to take 25 on Volvo Olympian and B10M chassis for fleet re-

placement.

London Transport Buses tender successes have prompted the three other orders - all from customers new to the Blackburn-based body-builder.

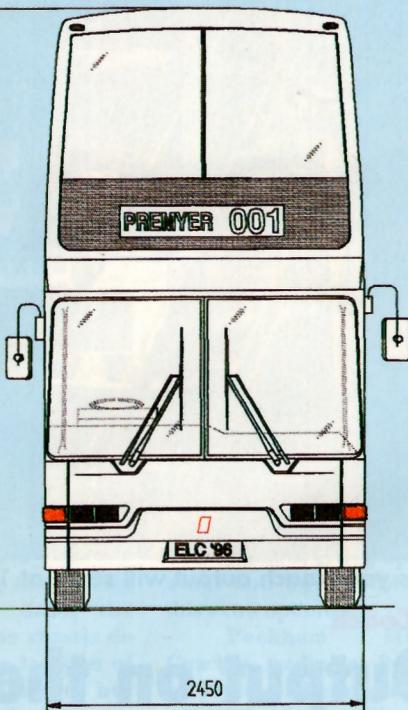
Harris Bus is to take 22 on Volvo Olympian - 10 with single entrance and 12 centre-staircase two-door. Also on Olympian will be 15 dual-door Premyers for Metrobus.

First to be delivered will be nine two-door Premyers on Dennis Arrow

chassis for Capital Citybus. Single-deck low-floor business secured includes first sales to a FirstBus operating company - Greater Glasgow taking eight 10-metre Sprytes on Dennis Dart SLF.

Meanwhile, the company continues to build up to 12 buses for stock sale by Fleetmaster or Martins and has just sold 10 10-metre Sprytes to Town and Around of Folkestone. Six two-door Sprytes for Meteor Parkings' Pink Elephant Stansted car park contract.

4426



Premyer: style blend of Cityzen and single deck

## Regional Seatbelts Round-up+++Regional Seatbelts Round-up++

### ▼ North Lincs

#### All advised

"ALL contractors ... have been advised of their responsibilities," said a North Lincs Council spokeswoman. Transport Minister John Bowis said: "We must now seek the encouragement of parents and teachers to reap the safety benefits of seatbelts by encouraging children to wear them." (Scunthorpe Evening Telegraph)

John Bowis said: "Those operators who have not already installed suitable belts into their vehicles will be obliged by law to put road safety first." (Grimsby Evening Telegraph)

### ▼ Hampshire

#### Accidents fall

LEGISLATION followed coach and minibus accidents yet bus and coach accidents in the UK have steadily fallen over the last decade. NOP re-



AS seatbelts became compulsory for all minibuses and post-1988 coaches used to transport school children reaction throughout the regions has been mixed. Here is a sample of what the local papers had to say:

search reveals that operators fear legislation doesn't go far enough, because there is no guidance as to how the wearing of safety belts will be enforced. (Portsmouth & Southsea Journal)

### ▼ Lancashire

#### Already done

MANY safety-conscious minibus and coach operators have already installed seatbelts." (The Evening Gazette, Blackpool).

Burnley MP Peter Pike has a letter from county councillor Gordon Johnson expressing

concern about exemptions. (Padiham & District Express)

### ▼ Cambridgeshire

#### Sensible use

JOHN Holmes, Cambridgeshire County Council's deputy transport co-ordination officer, said: "Sensible use of belts, where fitted, can only improve the already high safety record of home-to-school transport." (Cambridge Town Crier)

The question of attendants was addressed by assistant director of education, Kevin Man-

ley, who described it as "enormously expensive," although the county council does have supervisors on some journeys involving young children on the A14 and A1. "There are practical problems using parents," he said. (Cambridge Evening News)

wearing; operator Norman Arthur of Strathpeffer says it is an unfair financial burden on the small operator. (Inverness Courier)



### ▼ North Yorkshire

#### Loopholes

CHILDREN'S Transport Safety Network's North Yorkshire co-ordinator Helen Paul says there are "Whopping great loopholes." The legislators did not go out and see the sort of vehicles children travel in, she said. (The Northern Echo)

### ▼ Berkshire

#### Feeling safe

"ONE in a hundred passengers may strap in. Most do not bother because they feel safe and comfortable with the driver," said Lombard Business Forum delegate, Jack Jacobs. (Reading Chronicle)



# Miles more for miles *less*

Dennis Javelin coaches are **miles more fuel efficient**, thanks to their highly rationalised construction, technical sophistication and mechanically straightforward design - road performance figures prove it.

And they're **miles more durable** because they're now even stronger and more powerful.

Best of all, the **whole life costs** are **miles less too**.

It all adds up to **miles more profitability**.

*Get miles more. Get Dennis.*

*Javelin*

**DENNIS**

THE STRENGTH TO DRIVE ON

Dennis Specialist Vehicles  
Dennis Way, Guildford,  
Surrey GU1 1AF.  
Telephone: 01483 571271  
Facsimile: 01483 306836

▼ Bus

# First showcase route running

## West Midlands Line 33 result of Quality Partnership

THE first of the West Midlands showcase routes, Line 33, was introduced last week. It brings together a £3.5 million quality partnership involving Travel West Midlands, highway authorities, Centro (West Midlands PTE) and the West Midlands Police.

Launched by Bob Taylor, Lord Lieutenant of the West Midland County and chairman of the DoT's Disabled Persons' Transport Advisory Committee (DPTAC), Line 33 aims to provide a comprehensive improvement to all aspects of bus services, and a direct

benefit to passengers, using state-of-the-art bus facilities.

Each partner provides key elements of the project. Travel West Midlands has introduced 15 Wrights-bodied Volvo B10L low-floor buses, and around 30 customer care trained drivers.

Birmingham City Council has provided bus priority lanes, bus priority calls on traffic signals, together with appropriate docking facilities using Kassel kerbs for wheelchair access.

Centro has provided new bus shelters and will soon supply real-time information at stops, and take responsibility for monitoring arrangements and project co-ordination.

Route 33 from Birmingham to Pheasey follows the A34 Walsall Road corridor and serves Perry Bar (one stop shopping centre, rail station and University of Central England), Kingstanding and terminates 0.5 km inside Walsall district at Pheasey church.

Of the 26 km return mileage, there will soon be 10.5 km of bus lane equivalent to 40 per cent of total route length. The lanes will be restricted to buses, taxis and cycles for 12 hours per day.

Over 100 bus stops have been converted to docking facilities with high quality shelters, some of which will accommodate wheelchairs and give real-time information. Route frequency has been raised to eight vehicles per hour, but stays at two per hour on evenings and Sundays until midnight.

The whole package of improvements on the first route is not yet complete, but is intended to provide the basis for further corridors to be included in next year's package bid, possibly as a major scheme package of five or six routes, although two are currently being highlighted - one in Coventry and one in Walsall.



▼ Bus

## The name chance

CONTRIBUTING directly to the Derby Breast Scanner Appeal Fund, the Namesake Appeal run by Heather Ward in conjunction with Trent Buses, offers an opportunity for individuals and groups to name one particular Trent vehicle for a year in return for a £100 pledge.

The appeal, which has now passed its first milestone of £25,000, was celebrated by the special naming of Volvo B10B 136 as "Melbourne Male Voice Choir".

Pictured are Mrs Ward and Trent's managing director Brian King, who is also chairman of the choir, and has been performing with the group over the last 10 years.



## Line 33: aims for comprehensive improvement

Over 100 bus stops have been converted to docking facilities with high quality shelters, some of which will accommodate wheelchairs and give real-time information. Route frequency has been raised to eight vehicles per hour, but stays at two per hour on evenings and Sundays until midnight.

The whole package of improvements on the first route is not yet complete, but is intended to provide the basis for further corridors to be included in next year's package bid, possibly as a major scheme package of five or six routes, although two are currently being highlighted - one in Coventry and one in Walsall.

▼ Bus

## Malta replacement slows

DESPITE giving overwhelming approval to the arrival of low-floor buses to the Island, Malta's Public Transport Authority appears to be viewing the replacement of its historic bus fleet with less enthusiasm, with reports that the whole process has been put on hold.

Malta's outgoing Nationalist government had left a pledge that at least 150 vehicles would be replaced through direct subsidy to vehicle owners.

The Labour Party, which came to power last November, made no such pledge, and it is understood that financing difficulties, together with an unexpected budget deficit, have caused a search for less costly alternatives.

Under the old formula owners were being offered a subsidy of £m22,000 towards an estimated cost of £m35,000 of a new bus. During the last year, specifications were

changed towards low-floor buses, with a resultant hike in costs to £m55,000.

Bus owners have been lobbying for an increase in subsidy, but it is known the new Government has only allocated £m100,000 towards the cost of the first five UK-built vehicles in the current financial year.

Although the official reason given for the

rethink seems to be questions of the vehicles' suitability to the operating terrain, the PTA is understood to be looking at cheaper alternatives, including local assembly of new vehicles.

Local press reports quote other alternatives as importation of cheaper vehicles from non-European countries or negotiating a lower price for low floors.



Malta backs low-floors, but not their cost

Carlton House, Euroway Estate, Hellaby,  
Rotherham, South Yorkshire S66 8QL  
Telephone: 01709 700600 Fax: 01709 700007  
Location Junction 1, M18

**SJ CARLTON**  
SECOND TO NONE

**Welcome to Carlton where exceptional quality and value are available 12 months of the year – Not just 3 days**

**1992 (J) SCANIA K93CR/273 PLAXTON PREMIERE 3200** Ref: S/357/C

53 seats, radio PA cassette, double glazed, blinds to side windows, (lap type) seat belts.  
Choice



**1991 (H) VOLVO B10M MKIII 273 BHP (TELMA) – VAN HOOL ALIZEE**

49 seats + crew seat, centre sunken toilet, servery, fridge, continental door, radio PA cassette, double glazed, blinds to side windows. (lap type) seat belts. Choice

**1991 (H) VOLVO B10M MKIII 273 BHP (TELMA) VAN HOOL ALIZEE**  
53 seats and crew seat, radio PA cassette, double glazed, blinds to side windows, (lap type) seat belts. Choice

**1990 (G) VOLVO B10M MKIII 273 BHP (TELMA) VAN HOOL ALIZEE**  
53 seats and crew seat, radio PA cassette, double glazed, blinds to side windows, (lap type) seat belts. Choice

**1994 (M) VOLVO B12R – TELMA – JONCKHEERE MONACO** Ref: V/316/C

71 seats and crew seat, air conditioning, toilet, servery, video/TV/radio PA cassette, double glazed, alloy wheels, (lap type) seat belts, low mileage



**1989 (PP) MAN 16.290 HOOL (TELMA) – JONCKHEERE**

**DEAUVILLE** Ref: M/334/C.  
49 seats and crew seat, centre sunken toilet, servery, fridge, continental door, radio PA cassette, TV, video, double glazed



**1992 (J) SETRA TORNADO 215HD**

MAN engine, ZF 7 speed gearbox, 49 reclining seats and courier seat, sunken centre toilet, 2 TV monitors and video, radio/PA system, repainted white and retrimmed



**1995 (M) SCANIA K113 CENTURY**

49 seats, drivers bunk, comfort shift, gearbox, double glazing, radio/PA system, fridge, TV/video, rear sunken toilet, rear continental door



**1989 (F & G) LEYLAND TIGER** Ref: L/276/C

55 seats + 24 standing, livery white, Alexander Belfast service bus body, Cummins L10, ZF automatic gearbox, livery white  
Choice of 3

**1990 (G) LEYLAND PLAXTON TIGER 3200** Ref: L/389/C

50 reclining seats, 6 speed ZF gearbox, double glazed, toilet, radio/PA system, drinks servery, white livery



**1988 (F) DENNIS JAVELIN DUPLE 320** Ref: D/385/C

53 reclining seats, 6 speed ZF manual gearbox, brown moquette, power door (two retrimmed)  
Choice of 3

**1989 (G) DAF SB2300 VAN HOOL ALIZEE** Ref: D/391/C

51 reclining seats, double glazed, drivers bunk, centre toilet, radio/PA system 2 X TV's, livery white

**1992 (J) VOLVO B10M MKIII VAN HOOL ALIZEE** Ref: V/351/C

49 reclining seats, ZF 6 speed 5690 manual gearbox, 1/2 rear emergency door, centre continental exit door, radio/PA system, centre mounted toilet, centre servery. Choice



**1984 (PP) LEYLAND PLAXTON TIGER 3200**

49 reclining seats, semi-automatic gearbox, power door, toilet, radio/PA system, TV, drinks, livery white

**1988 (PP) DAF LAG PANORAMIC** Ref: S/332/C/F

49 recliner seats, 6 speed manual gearbox, livery two tone/white, centre continental door, double glazed, drivers bunk, toilet, radio/PA system, drinks unit, fridge, curtains



**1982 (W) SETRA S215H**

53 seats + crew seat, rear continental door, drivers bunk, radio/PA system, white livery, interior brown/orange trim

**1983 (P) MAN VAN HOOL ASTRON**

57 reclining seats, new Graffiti moquette, twin deck videos, hot drinks machine, fridge, toilet, 3 drivers bunks, reconditioned engine

**NEOPLAN®**

**FOR IMMEDIATE DELIVERY**

**NEOPLAN TRANSLINERS DON'T MISS YOUR OPPORTUNITY TO BUY BETTER BUILD QUALITY AND SPECIFICATION AT VERY COMPETITIVE PRICES**

▼ Coach

# Prohibitions cause Hills to lose licence

**Owner banned for six months by commissioner**

HILLS of Hersham, Surrey, has had its O-licence revoked after traffic commissioner, Brigadier Michael Turner found it had received an unacceptably high level of prohibi-

by Mike Morgan

tion notices. Owner Daniel Robert Hill had been called to public inquiry as a consequence of a report from the Vehicle Inspec-

torate following an investigation into maintenance arrangements. He was disqualified from holding a licence for six months.

In January 1992 he had been sent a warning



**Hills of Hersham: company could lodge appeal**

letter when it was found that no driver defect reporting system was in use and two prohibitions issued.

On further inspection in September 1994 the vehicle examiner found the record keeping unsatisfactory and issued an immediate prohibition, bringing to eight the total number of immediates issued since the licence was granted in December 1989.

In November 1994 the licence was renewed for

one year only and in May 1996 the authorisation renewed for 12 vehicles rather than 20 sought.

Since that time four prohibition notices and four variations had to be issued - including three immediate and two indicating a significant failure in maintenance.

Of 12 annual tests undertaken since the last inquiry, eight were failures.

The company has until 11 March to lodge an appeal.

**CBW**

## Have-a-go gran rewarded

NATIONAL Express has rewarded a South Wales OAP, who went to the rescue of one of its drivers who was being attacked, with free coach travel for life.

Barbara Cook, 68, of Radyr, on the outskirts of Cardiff was hailed as the 'have-a-go gran' when she went to the defence of driver Martin Bulley from Plymouth.

Mr Bulley was under attack from a

thug and Mrs Cook started hitting and kicking the assailant until help arrived.

The incident took place last March when Mrs Cook was travelling to Lincoln to visit her son.

Mrs Cook, who suffers from arthritis, insisted that she had not been brave. "The driver was being hit. I hit the assailant, but fortunately, he didn't hit me back," she said.

**TERENCE BARKER TANKS**



**COMPLETE FUEL INSTALLATIONS**

NEW AND REFURBISHED;  
OPEN TOP OR ENCLOSED

*As a long established manufacturer of Fuel Tanks and possibly the largest stockist of second hand tanks in the U.K., we are able to offer our customers the choice of new or used - refurbished or a combination of the two. All units N.R.A. specification.*

**WHY PAY HUNDREDS OF POUNDS MORE THAN YOU HAVE TO?**

**RING NOW FOR DETAILS...  
(01376) 330661  
(6 LINES)**

**STRAITS MILL • CONVENT LANE  
BOCKING • BRAINTREE  
ESSEX • CM7 9RP  
FAX (01376) 330665**

## TV SAFETY SYSTEM External & Internal!



**Panoramic vision from MicroCamera**



**Gives driver total all round internal / external vision and sound**

**Total External and Internal Vision plus Audio with the Karson KRV200 TV Monitor System. Essential for all drivers and vehicles that need greater safety, security and control**

- A vital aid for all public service, passenger, emergency service and commercial vehicles
- Helps prevent accidents to people / property
- With internal system installed - perfect for drivers to check vehicle security and safety
- VCR Recording feature gives picture and audio proof of driving, journey and passengers
- 12/24 volt switchable power system
- Ideal for crowded driving - eg: busy motorways
- Helps towards cheaper insurance and reduction of potential litigation claims in accidents
- Multi-Camera facility for even greater control
- Easy to install and very economical
- Switchable regular or mirror image on monitor

**For full details about ordering the Karson KRV200 Monitor System, contact:**

**K.C. MOBILITY SERVICES**  
KC House, Carlinghow 2, Bradford Rd, Batley, W.Yorkshire, WF17 8LL  
**Tel: 01924 - 442386 Fax: 01924 - 420183**

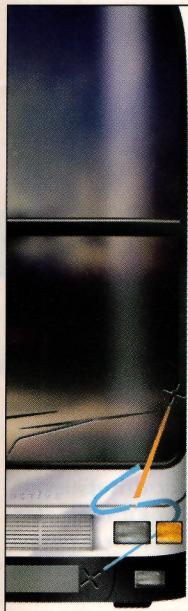
**transcomp**

Leaders in the design and manufacture of fuel monitoring and fleet management systems to enable more efficient, economical and safer vehicle use.

We have solutions for a complete range of fuel monitoring functions - from controlling access at a single pump through to comprehensive fuel use information for a multi-vehicle, multi-site operation.

Transcomp systems range from single pump key operated units to automatic Touchflow installations which supply full fuelling data, including odometer readings, without requiring any input from the driver. We are also manufacturers and installers of vehicle black boxes and satellite tracking systems.

**Warminster Systems plc**  
61 East Street  
Warminster, Wiltshire BA12 9BZ  
Tel: 01985 846633 Fax: 01985 215017



## COACH MANAGER PHC FOR WINDOWS

FAR MORE THAN JUST A PRIVATE HIRE  
AND CONTRACT BOOKING SYSTEM

Coach Manager PHC for Windows handles every aspect of the control of your private hire and contract bookings, but its capabilities go way beyond that. It is also a complete management system for your clients, drivers and vehicles.



### DATA ACCESS? - YOU'VE GOT IT

CLIENTS	VEHICLES	LOCATIONS
ALLOCATIONS	CONFIRMATIONS	WORK TICKETS
DRIVERS	PRIVATE HIRES	CONTRACTS
INVOICES	PAYMENTS	REPORTS

ARRANGE A DEMONSTRATION NOW FROM THE MARKET LEADERS

Affordable computing for the smaller operator

### COACH MANAGER PHC FOR WINDOWS - LITE

Coach Manager PHC for Windows - Lite is our brand new budget system for the smaller operator. It is the same as Coach Manager PHC for Windows, but has fewer facilities and is only half the price. As it can be upgraded to the full system at any time, there is no chance that you will ever outgrow it.



**Distinctive**  
systems

cpt  
ASSOCIATE MEMBER



Distinctive Systems Ltd Amy Johnson Way York YO3 4XT  
Tel: 01904 692269 Fax: 01904 690810 E-mail: sales@distinctive.co.uk



*Flynn & Rothwell*

Inc. De Leuw Chadwick  
CONSULTING ENGINEERS

### LOOKING TO IMPROVE THE QUALITY OF BUS SERVICES

If you are a Bus Operator, Local Authority, Manufacturer or Organisation with an interest in increasing bus ridership we can work with you to

- Identify opportunities for improvement
- Develop a package of initiatives aimed at increasing ridership
- Help with implementation
- Monitor the impact

#### WANT TO KNOW MORE

We welcome the opportunity for an informal discussion on prospective consulting requirements

Call Roy Davies or Malcolm Wren on 01279 507346

We can offer competitive rates

#### WORKING TOGETHER TO INCREASE RIDERSHIP

Flynn & Rothwell

Thomas Tredgold House, 231 London Road, Bishop's Stortford, Herts CM23 3LA

**ONLY  
A FEW  
DAYS  
TO GO**

If You Still Haven't Received

Your Invitation To The

Biggest Most Exciting

Dealer Show in Years

Call Lindsey Jones

Now On :

**01909 551166**

**KIRKBY**  
*Spring Show*

March 4th, 5th & 6th

▼ UK

# Setting seaside scene

SEASIDE holidays are popular with coach groups so many resorts will use the British Travel Trade Fair to update operators on developments and innovations.

Bournemouth, which pioneered 'no smoking' beaches, is now introducing Kidzone beaches, where youngsters wear coloured ID bands so they can be spotted and returned to their parents if they wander off.

In Southend-on-Sea, work has started on redevelopment of the Kursaal site into an entertainment complex. This will feature a 30-lane bowling centre, roller-skating rink and 'fun casino.'

Thanet District Council will have details of major redevelopments in Margate and Ramsgate. The multi-million pound refurbishment of Margate's seafront includes a boulevard-style seafront road, a new promenade and improved beach access. The blueprint for the Ramsgate Renaissance scheme involves a new ferry terminal

and Amazonia, a retail and entertainment complex. A further £26 million is to be spent on the Ramsgate Harbour approach road and more coach parking facilities.

Staff on the Whitley Bay and Tynemouth stand will be promoting a new sightseeing tour, which

## TPS first-time exhibitor

TRAVELLERS Protection Services (TPS) is exhibiting for the first time and will have details of its Group Travel Plan, which provides insurance cover for travel in the UK and abroad. More than 300 coach operators already use TPS's coach schemes and visitors who want to find out why should go to stand 421 for more information.

takes in Hexham, Hadrian's Wall, Otterburn Woollen Mill and a boat trip on Kielder Water.

Blackpool Borough Council is gearing up for the 1997 Illuminations by announcing details of a permanent, dedicated coach compound with 24-hour security cover. The resort is also launching Blackpool

Direct, a one-stop booking service for accommodation, shows and attractions. **19-20 MARCH 1997**  
**NEC BIRMINGHAM**

The new £2 million Spaceshot ride is scheduled to open in Blackpool Pleasure Beach by June.

Morecambe is doubling the size of its stand to give extra space to hoteliers specialising in the coach market. Trevor White, marketing officer for Morecambe Bay Tourism, said: "We see BTTF as the cornerstone of our dealings with the coach trade and are looking forward to meeting operators."

British Travel Trade Fair '97 takes place on Wednesday and Thursday, 19 and 20 March, in Hall 9 at the NEC, Birmingham. It is organised by Reed Exhibition Companies on behalf of the English, Northern Ireland, Scottish and Wales Tourist Boards, and the British Tourist Authority.

Free tickets are available by calling the BTTF ticket hotline on 01926 435843 (fax 01926 451963).

▼ UK

# New ...

## Now it's American

SUBSTANTIAL discounts for groups and improved facilities for drivers are to form part of a campaign to attract more coach business to the American Adventure Theme park.

The Derbyshire attraction has been bought from Granada by Ventureworld, a consortium of businessmen, for an undisclosed sum. To mark the change of ownership, the park is to be renamed American Adventure World for the new season, which opens on 22 March.

A Coach Operators' Plan is being formulated for the new season, which will feature an all-inclusive price with substantial dis-



▼ UK

## Murder mystery evening at Swallow

MYSTERY was on the menu when the Swallow Hotels travel trade team hosted a murder mystery evening for more than 40 Scottish coach operators, ground handlers and tour operators at the Swallow Hotel, Dundee. Pictured getting in the

party mood are (from left) Bill Ball, of Tours and Travel Promotions; Catherine Graham, of Swallow Hotels; Toni McPherson, of the Dundee and Angus Tourist Board; and Mrs Johnny Ball, of Tours and Travel Promotions.



▼ UK

## Themed Breaks

SHEARINGS Holidays has launched a Themed Breaks programme which it claims is the first available nationally through the retail travel trade.

The 15,000 capacity programme is split into a 12-page edition for the north-west of England, the east of England and the Midlands,

and a six-page edition for the south.

Both offer a lead-in price of £69 for a two-day package to see Summer Holiday in Birmingham. The package includes half-board accommodation and a shopping excursion.

Other features are

▼ Europe

## VI '100' certificates

THE Vehicle Inspectorate is now able to issue certificates which allow coaches with ABS to travel at 100 k/ph in France.

Inspection and certificate cost £20 including VAT.

Operators must complete an application form called Vitesse 100 - the VI form reference number is PSVVI.

Pending completion

of the VI's computer upgrade, all applications should be sent to: PSV Section, Welcome House, 91/92 The Strand, Swansea SA1 2DH.

● Austrian Vignettes are available in advance from OSEG (Austria) - tel 00 43 662 62 05 11 ext 61 or from IPG (Germany) - tel 00 49 703 16 23 00. Alternatively use border fuel stations or customs posts.



For all your tourism and travel ideas see  
Coach Tours & Excursions. 01733 467048

name,

## Adventure World

by William Golden

counts for group organisers. Drivers will benefit from improved facilities and concessions.

Clare Miles, marketing manager, said: "Coach operators and drivers will be our top priority and we will be talking to them immediately.

"We believe we can deliver a customer-driven day out that will be both profitable to the operator and easy on the drivers. We are prepared to try out a few novel ideas and listen to the trade."

Ventureworld has major investment plans for the theme park, which already boasts Europe's



**Making tracks: new rides are planned at American Adventure World**

largest and fastest wild rapids ride and the biggest drop of any log flume in the world.

American Adven-

ture World will open daily from 10am until the end of the season on 2 November. It is planning a programme of special events, including late-night openings.

It attracted more than 600,000 visitors in 1996.

## programme 'first' by Shearings

laser symphony and promenade concerts, flower shows, and three-day Heartbeat, Peak Practice and Coronation Street TV theme packages.

The northern edition also offers two European Garden Breaks - Belgium Holland and the Bulbfields, and Monet's Garden. Both are

priced at £139 to include three night's accommodation, return ferry crossing, and entrance to attractions.

All packages include return coach travel using Shearings' feeder network, which offers up to 1,000 joining points across the UK.

The launch of the pro-

gramme follows significant growth of the themed breaks market and Shearings' own success with other themed products in its UK and European holiday brochures.

Melvyn Morley, themed breaks commercial director, said: "Logistically, it is quite an achievement. By

plugging into our feeder network when it is operational for mainstream holidays, we are able to offer stays of as little as two days at attractive prices.

"With this brochure, we aim to grab a bigger slice of what is an expanding market."

CBW

**COACH**  
TOURS & EXCURSIONS

**In the March issue:**

- Find out about new group deals and initiatives at this year's BTTF

- Get your card marked for great days out at the races

- Take a tip on getting the best out of excursions to Bath

- Have your fill of some healthy options for meal breaks on tours

- Discover new ways to promote a favourite tour destination

- and much more.

**Coach Operators:**  
are you receiving  
your copy of *Coach  
Tours & Excursions*  
with *Coach and Bus  
Week* each month?  
If not, telephone  
Jazz Walshe on  
01733 467048.

**Eurowatch**

### WEATHER

### DIESEL PRICES

### HOLIDAY POUND

City	Average temperature last week	City	Average temperature last week	Country	Diesel price per litre in Sterling	Country	Diesel price per litre in Sterling	Country	Currency exchange rate	Country	Currency exchange rate
(Courtesy AA Roadwatch)											
Amsterdam	6C/43F	Madrid	14C/57F	Austria	0.56	Luxembourg	0.43	Austria	18.52 Sch/£	Italy	2,654 Lire/£
Athens	12C/54F	Oslo	0F/32F	Belgium	0.56	Netherlands	0.55	Belgium	54.25 BFr/£	Netherlands	2.96 Gld/£
Berlin	6C/43F	Paris	8C/46F	Eire	0.54	Norway	0.72	Denmark	10.08 K/£	Norway	10.56 NKr/£
Brussels	7C/45F	Rome	17C/63F	France	0.52	Portugal	0.46	Eire	0.99 Punt/£	Portugal	265.40 Es/£
Dublin	12C/54F	Stockholm	1C/34F	Germany	0.50	Spain	0.48	France	8.87 F/£	Spain	223.20 Pta/£
Lisbon	15C/59F	Vienna	7C/45F	Greece	0.42	Sweden	0.65	Germany	2.63 DM/£	Sweden	11.77 SKr/£
Luxembourg	4C/39F	Zurich	6/43F	Italy	0.61	Switzerland	0.64	Greece	417 D/£	Switzerland	2.29 SFr/£

## ▼ Drivers' Hours

## Balmoral fined total of £800

 A SERIES of tachograph offences led to Philip Roberts, trading as Balmoral Coaches, being ordered to pay fines and costs totalling £900 by Liverpool Stipendiary Magistrate Stephen Ward.

Mr Roberts, of Unit 1, Regal Works, St Johns Road, Liverpool, pleaded guilty to six offences of using a vehicle when the tachograph was not used in accordance with the regulations in that the driver failed to use a record sheet, and to one offence of failing to ensure a driver returned tachograph charts to him within 21 days.

Prosecuting for the Vehicle Inspectorate, Richard Green said the driver involved in the offences, Christopher Warn, had appeared before the magistrates in December. Mr Warn, of Fazakerley, Liverpool, had pleaded guilty to six offences of falsifying tachograph charts, one offence of failing to return tacho-

**'Mr Roberts had been desperately trying to save the business, and the result was he was not as strict as he should have been over tacho charts'**

graph charts within 21 days, two offences of taking insufficient daily rest and five offences of failing to use a tachograph in accordance with the regulations. Mr Warn had been fined £200 for one of the falsification offences, with no separate penalty being imposed in relation to the other matters, and he was ordered to pay £100 prosecution costs.

The facts were that a coach driven by Mr Warn had been stopped and inspected outside the Gladstone Hotel in July, said Mr Green. There was a chart in the tachograph on which no traces were recorded. Further investigations revealed the other offences. On each occasion Mr Warn had not used a chart after departing from base until he had picked up his party of passengers. There were also one or two allegations that Mr Warn had



### 'No suggestion of any widespread practice among drivers'

withdrawn the chart from the tachograph before the end of his working day so it did not show he had exceeded the permitted driving hours. When interviewed about the matter, Mr Roberts had made no comment.

There was an obligation on every operator to inspect the charts produced by the drivers to ensure they were keeping within the EC drivers' hours and tachograph rules, said Mr Green. In this case, discrepancies had not been drawn to the drivers' attention and Mr Warn had not been given any warnings.

Defending, Philip Grant said that, at the time of the offences, Mr Roberts had been operating about 20 coaches, the bulk of which were employed on school contracts. He had been employing around 20 staff and there was no suggestion that the other drivers had been involved in similar offences. Mr Warn had not informed Mr Roberts he had been stopped and the visit from the traffic examiner came as a complete surprise. Mr Warn had worked for Mr Roberts for nine years and there had never been any previous problems.

There was no suggestion of any widespread practice among Mr Robert's drivers and it appeared to be an isolated incident, said Mr Grant. There was no suggestion from the prosecution that Mr Roberts had aided and abetted Mr Warn in the falsification of tachograph records. Mr Roberts accepted he should have checked Mr Warn's charts but he "took his eye off the ball." In July of last year the business hit severe trading difficulties after losing school contracts and it had been losing £10,000 a month.

Mr Roberts had been desperately trying to save the business, and the result was he was not as strict as he should have been over drivers handing in tachograph charts. Six

vehicles had been sold and Mr Roberts had now instituted measures he hoped would prevent any recurrence of such offences. The drivers had been given training and they now had to hand their tachograph charts in every Monday. As far as Mr Roberts was aware, there had been no further difficulties. Mr Warn had left Mr Roberts' employ, resigning shortly after being interviewed by the traffic examiner in October.

Mr Roberts felt he had probably made a trading loss last year, said Mr Grant. However, he felt

**Mr Ward said he considered the whole cause of Mr Robert's problem here was that he was trying to run the business on a shoestring**

that the sale of some vehicles had probably just brought him back into the black.

Fining Mr Roberts a total of £800, and ordering him to pay £100 prosecution costs, Mr Ward said he considered that the whole cause of Mr Robert's problem here was that he was trying to run the business on a shoestring.

A 20-vehicle business needed proper systems and management and sufficient capital. The serious aspect of the case was that, if proper tachograph records were not kept, it was impossible to see if the drivers were complying with the drivers' hours rules. It was a serious matter. However, there was just one driver involved, and he had been keeping records for part of the time.

Mr Ward directed that the fines and costs be paid within six weeks.

## ▼ Maintenance

## FirstBus licence

### But commissioner tells

 CONCERN over the condition of buses being operated by FirstBus subsidiary GCT has led to the number of buses the company is allowed to operate being cut from 150 to 120.

But commenting on the 'quality partnership' entered into by FirstBus and the City of Glasgow, Scottish traffic commissioner Michael Betts said: "I have confidence that FirstBus will sort the situation out and I hope the City of Glasgow will not allow today's hearing to shake its confidence in the partnership it has entered into with FirstBus."

The company had been called before Mr Betts in Glasgow because of concern it was failing to maintain its buses in a fit and road-worthy condition. GCT operated 133 buses from depots at Knightswood, Possilpark, Parkhead and Larkfield. The company is part of Strathclyde Bus Holdings which was taken over by FirstBus plc in June of last year. The other companies in the group are Strathclyde Buses and Kelvin Central Buses.

DoT vehicle examiner Alan Campbell said that, since April 1993, a total of 30 immediate and 17 delayed prohibitions had been imposed on GCT buses. Thirty eight of the prohibition notices had been issued in the last 15 months. Among the defects found were chassis corrosion, a tyre completely devoid of tread with cords exposed over a six-inch tread area; loose propshaft bolts; power steering, oil and fuel leaks; a passenger door which could not be operated from the driver's cab; and spring to axle bolts not fully secure. Three buses were found with excessive oil contamination of the air brake system.

"When brake systems are contaminated with oil, nobody knows when the brakes are going to fail," said Mr Campbell.

In one case, where part of the chassis was found to be crumbling away, Mr Campbell said: "The metal was initially penetrated by an inspection hammer. It was noted that the hammer easily passed

# subsidiary GCT has its authorisation cut by 30

**Glasgow council not to be concerned about Quality Partnership**

by Michael Jewell

through what should have been solid metal and finger pressure could then be used to expand the hole."

Managing director John McCormick said 10 new buses had been purchased in January and nine one-year-old vehicles were being introduced into the fleet, having been transferred from another FirstBus subsidiary.

FirstBus was making a very large investment into engineering, with some £26.8 million having been committed to its three subsidiaries.

He had personally made all employees aware of their concern, with the catch phrase: "If in any doubt, the bus does not go out." He believed that every single employee had got the message.

Mr McCormick claimed a large number of GCT buses had been checked by DoT vehicle examiners without any defects being found.

The commissioner said his concern was that, to an extent, he had heard it all before. There had been a lot of concern about the condition of GCT buses at the end of 1994 and similar assurances were given. He appreciated it was now different management, but his concern was the safety of buses and not who owned them.

Asked what had gone wrong, engineering director Archie Nelson said it was a very difficult question to answer.

Prior to the takeover people were worried about their jobs and, when FirstBus came in, it had very differ-

**'If, in a year, the VI is satisfied real improvements have been made, I will be happy to increase authorisation'**

— Michael Betts

ent management techniques. He could not put his finger of what had gone wrong.

For GCT, solicitor Michael Whiteford pointed out it was less than a year since FirstBus had taken over. Cutting the authorisation on

GCT's licence, Mr Betts said he did not question in any way FirstBus' intent and ability to bring GCT up to standard. However, for any bus company to have 17 per cent of its buses found to have safety-critical defects was appalling. The company's fleet was still unsatisfactory and the problems were not behind them. The pressure had to be maintained. Despite the many steps taken, the results were still not up to scratch.

"I now want to see that management is effective," said the commissioner. "If, in a year, the Vehicle Inspectorate is satisfied real improvements have been made, I will be happy to increase the authorisation."

■ Full report in *Legal News* **CBW** in a forthcoming issue



**Concern GCT was failing to maintain buses in fit and roadworthy condition**

## ▼ Maintenance

# New licence is granted to Pagoda

 PAGODA Travel Ltd has been granted a new two-vehicle O-licence enabling it to take over the business previously run by Mohan Singh Sandhu in his own name.

The company, of 31 Portland Drive, Willen, Milton Keynes, Buckinghamshire, had been called before Eastern traffic commissioner Compton Boyd at a Cambridge public inquiry because of the previous history of Mr Sandhu, who was nominated as the company's transport manager in its application for a standard licence.

Last July one of the two vehicles authorised to Mr Sandhu, trading as Pagoda Travel, was suspended for a fortnight and his application to change the nature of the licence from restricted to standard national was refused.

In granting the company a national licence, Brigadier Boyd made it conditional upon the surrender of Mr Sandhu's licence.

## ▼ Maintenance

# Four to one cut for Lush

 COACH operator Richard Lush's O-licence authorisation has been cut from four vehicles to one at a Cambridge disciplinary inquiry.

Mr Lush, of 47 Wellington Street, Luton, Bedfordshire, appeared before Eastern traffic commissioner Brigadier Compton Boyd because of concern about his maintenance arrangements and his financial standing.

The commissioner was told Mr Lush had breached a condition on his licence in that he had failed to notify the Traffic Area of a change in his maintenance arrangements.

After examining financial evidence produced, Brigadier Boyd said he was satisfied Mr Lush met the requirement to be of appropriate financial standing.

## ▼ Drivers' Hours

# Cantabrica's judgement was flawed says commissioner...

...and this led to a number of breaches of the drivers' hours and tachograph rules

 IN cutting Cantabrica Coaches Ltd's O-licence authorisation from 23 to 10 vehicles for three months (CBW, 22 February), Eastern traffic commissioner Brigadier Compton Boyd has concluded that a number of breaches of the drivers' hours and tachograph rules had arisen out of the company's flawed judgement.

The commissioner's decision follows the appearance of the company, of 146-148 London Road, St Albans, Hertfordshire, at a two-day disciplinary inquiry in Cambridge in January.

Brigadier Boyd had considered taking action against Cantabrica's licence following the conviction of four of its drivers in September 1995 of offences of failing to take sufficient daily and weekly rest, and of the company itself in March 1996 of offences of failing to produce tachograph charts and permitting a driver to fail to take sufficient weekly rest, for which Cantabrica was fined a total of £3,000.

Reference was also made to a statement of a traffic examiner who had travelled on holiday on one of the company's coaches in which he claimed that, on the return journey, the driver had fallen asleep at the wheel three times. The Vehicle Inspectorate claimed to have found other drivers' hours and tachograph offences which were not laid before the magistrates, either because they were out of time or because they had taken place on the Continent where there was no jurisdiction. A traffic examiner visited the company again in September and October of last year and found from their records that various offences had been committed on mainland Europe during July and August 1996 by its drivers (CBW, 25 January).

Brigadier Boyd said that, in 1994, the Vehicle Inspectorate's suspicions were aroused following the report concerning the driver

by Michael Jewell

who had fallen asleep at the wheel, the uncovering of two false tachograph records, and reports from other traffic examiners who felt the company's drivers were not as cooperative as they might have been. From that time forth relations between the company and the Vehicle Inspectorate became progressively more sour and there was mutual suspicion. For example, Cantabrica's managing director David Stewart had hinted rather darkly at the public inquiry that some tachograph records had been mislaid or lost after being handed over by the company. It was per-

Court in the Van Swieten case. The company pleaded guilty to five specimen charges of failing to produce tachograph charts and to permitting a driver to take insufficient rest. Four of its drivers were also convicted of a series of drivers' hours offences with fines ranging from £150 to £200, with one driver being given an absolute discharge. The seriousness of these convictions, in operator licensing terms, was underlined by the fact the company failed to fulfil a statement of intent, now an undertaking, thought important enough for it to be enshrined in the application form for an O-licence. Moreover, because of the nature of the

inevitably throw up problems from time to time and, in recognition of that, some flexibility should have been built into the system.

For that reason, he believed the company's judgement was flawed, taking, for example, the incident concerning the driver falling asleep at the wheel, an event which certainly should have prompted the company to reconsider the nature of its scheduling. There was a further disturbing feature to that case. The tachograph records had never been produced. The continuing failure to be able to demonstrate that those involved in 'feeder' services were operating within the regulations was another example of, at best, flawed judgement. The company's actions had also caused him to question its integrity, said Brigadier Boyd.

In relation to the alleged offences that arose after the Van Swieten judgment, the company accepted that things had gone wrong, resting the blame on the then transport manager, although it was accepted he should have been better supervised. Following the investigations of 1994 and 1995, the subsequent convictions, and the clarification of the regulations, it was quite inexcusable that these offences should have been allowed to happen and it made him suspect that this had been an operator who regarded its responsibilities towards the licensing system as secondary to its commercial interests.

He was drawn to the conclusion that, up to that time that was so. However, there now seemed to have been a shift of policy and that had led to a radical review of the management structure, scheduling and procedures. The changes also included the lessening of demands that the holiday company had placed on its sister transport organisation. That seemed to him to be a most significant step in that it heralded a long overdue shift in emphasis.



Eastern traffic commissioner Brigadier Compton Boyd concluded that repute had been greatly tarnished. Though not lost, it had been a close

**Cantabrica has 13 vehicles suspended**

Three-month authorisation cut over drivers' hours and tachograph convictions

by Michael Jewell

ber 1995 for offences of failing to take sufficient daily and weekly rest, and of the company itself in March 1996 for failing to produce tachograph charts and permitting a driver to fail to take sufficient weekly rest, for which Cantabrica was fined a total of £3,000.

**Cantabrica: actions caused commissioner to question integrity**

haps not a coincidence that these problems occurred around the time in 1994 when Cantabrica, acting upon advice, rescheduled its operations to match a more flexible interpretation of the various regulations concerning both the 'feeder' and the 'shuttle' services, an interpretation which the Vehicle Inspectorate considered was not in the best interests of road safety. This issue, however, had nothing to do with the company's failure to produce record sheets, a matter which led to various convictions. Nor could the company be excused for any failure to observe, subsequently, those regulations whose interpretation had been clarified by the judgment of the European

offences had been committed on mainland Europe by its drivers, including nine occasions when drivers had failed to take the required 45 minutes break for their 45-minute permitted hours without the required 45 minutes break.

In his judgment, Brigadier Boyd said he had recognised that the company had a previously exemplary record.

He also said it had acted in a spirit of good faith, though it had acted in a spirit of good faith.

while its repute had been a close-run thing, it had not been a close-run thing.

There was, however, evidence that the company had failed to fulfil its intent to produce documents to ensure the drivers' hours were properly recorded.

There was a problem with the record sheets kept by the company.

**MOSELEY****Distributors of VOLVO • VAN HOOL • BOVA Luxury Coaches****1994 VOLVO B10M VAN HOOL ALIZEE-HE 12M**

48/50 recliners, beige/orange moquette, rear sunken demountable toilet, continental door, SUTRAK AIR CONDITIONING, double glazed tinted side windows with blinds and decorative curtains, aircraft style lockers to hatracks, courier seat, fully carpeted, no rear window, Eberspacher pre-heater, TELMA retarder, power entrance door, finished cream.  
CHOICE OF IDENTICAL VEHICLES  
M.O.T.s OCT/NOV/DEC 1997.

**1994 VOLVO B10M VAN HOOL ALIZEE-HE 12M**

49/53 recliners, grey/red moquette, centre sunken demountable toilet, continental door, double glazed tinted side windows, curtains, courier seat, water boiler, wired TV/video, power entrance door, finished white/rose/gold.  
M.O.T. FEBRUARY 1998

**1991 (August) BOVA FUTURA FHD 12.290 INTEGRAL 12M**

51/53 seats, beige/orange moquette, centre sunken demountable toilet, continental door, double glazed tinted side windows, curtains, courier seat, driver's sleeping berth, water boiler, wired TV/video, power entrance door, finished all white.  
M.O.T. MARCH 1997

**1991 VOLVO B10M PLAXTON PARAMOUNT 3500 12M**

49/53 recliners, grey/orange moquette, centre sunken demountable toilet, continental door, tinted side windows with blinds, courier seat, water boiler, power entrance door, finished all white.  
M.O.T. OCTOBER 1997

**1989 VOLVO B10M PLAXTON PARAMOUNT 3500 12M**

49 recliners, red/grey/orange moquette, centre sunken toilet, continental door, double glazed tinted side windows, courier seat, water boiler, power entrance door, finished all white. M.O.T. JULY 1997

**1988 VOLVO B10M PLAXTON PARAMOUNT 3500 12M**

51 recliners, beige/orange moquette, tinted side windows, curtains, drinks machine, O/S rear sunken toilet, continental door, power entrance door, finished all white.  
M.O.T. JANUARY 1998

**1988 NEOPLAN SKYLINER (MERCEDES V10) double deck**

75 recliners (57 upper saloon + 18 lower saloon), red/orange moquette, courier seat, water boiler, fridge, 2 tables, O/S rear toilet, wired TV/video, power entrance doors, finished metallic silver/grey.  
M.O.T. DECEMBER 1997

**NEW****IMMEDIATE AVAILABILITY****BOVA FUTURA FHD 12.330 INTEGRAL 12M**

Centre toilet, continental door, 49 reclining seats, air conditioning, water boiler, coolbox, finished white.  
1 Only

**BOVA FUTURA 'CLUB' FLD 12.300 INTEGRAL 12M**

53 reclining seats, finished white.  
1 Only

**VOLVO B10M GL VAN HOOL ALIZEE-HE 12M**

Centre toilet, continental door, 49 reclining seats, air conditioning, water boiler, fridge, finished white.  
Choice of 2

**1988 LEYLAND TIGER PLAXTON PARAMOUNT 3500 12M**

49 recliners, red/grey moquette, sunken toilet O/S rear, continental door, double glazed side windows, curtains, courier seat, water boiler, power entrance door, finished cream/grey.  
M.O.T. JANUARY 1998

**MOSELEY (PCV) LTD, ELMSALL WAY, DALE LANE, SOUTH ELMSALL, PONTEFRACT WF9 2XS**  
**Tel: 01977 609000 Fax: 01977 609900**

**A MEMBER OF UK's LARGEST INDEPENDENT COACH SALES ORGANISATION**

*a Safety 1st...***RETRACTOR LAP BELT***...for the Coach Market*

THE ULTIMATE lap belt for buses and coaches. The Safetex retractor lap belt offers an easy to fit and tidy solution to fitting lap belts to your bus or coach. Once the self adjusting belt has latched together it locks in a static mode with the wearer held securely in place, particularly advantageous when carrying children or less able people. Fully approved to European standards, the retractor lap belt is only part of a comprehensive range of seat belts for the bus and coach market.

For further information contact us **NOW!**

**SAFETEX***The seat belt manufacturers***01372  
451272**Units 16/17, Bookham Industrial Park,  
Church Road, Bookham, Surrey KT23 3EU

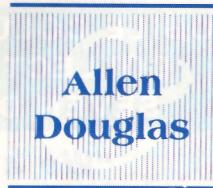
Fax: 01372 451282

**Quality Uniforms****Drivers Creating the Right Image**

Market leader Allen & Douglas supplies quality uniforms to the Coach and Bus industry. It has a reputation for customer service including several unique features:

Comprehensive stock ranges  
In house design & embroidery  
Total contract management  
Individual measuring  
Unique computerised personnel data system  
Customised outfitting vehicles

Call 01295 272700 for the 1997 Colour Brochure



Compton Park, Wildmere Road, Banbury, Oxfordshire, OX16 7JT

Tel: 01295 272700 Fax: 01295 270468

Introducing

## The XCELITE Seat

Tested on Unwins M2  
Lockable Fixture



The XCELITE has been designed and manufactured to the exacting safety standards demanded by today's travelling public.

### OPTIONAL FITTINGS

- Standard Headrests
- Extended Headrests
- Corner Grabhandles
- Rear Grabhandles
- Moulded Headrests
- Armrests
- ABS Backs



Optional ABS Back and Optional Extended Headrest

# Kustombilt

## Luxury Seating

RICHARDS + SHAW (Trim) LTD

Nomex House, Powke Lane, Cradley Heath,  
West Midlands B64 5PX

Telephone: (01384) 633800

Fax: (01384) 410791

# RECO

**RECONDITION EQUIPMENT at  
UNDER HALF THE COST of NEW**

All backed by Contract Maintenance,  
Finance & Planning Facilities

- Commercial Vehicle Lifts
- Tachograph Testers
- Lube and Air Installations
- Mobile Column Lifts
- Brake Testers
- Workshop Equipment

**MOBILE COLUMN LIFT RE-BUILDS  
COLLECTION & DELIVERY  
SEVEN DAY UK SERVICE**

**"We also purchase  
surplus garage equipment"**

**TEL: 0117 9862449  
FAX: 0117 9861634**

**TRIPLE EEE** Manufacturers of Energy  
Saving Additives for  
Petrol, Derv and all  
grades of Fuel Oil.

**DIESELS DESERVE D2000**

for

**ENVIRONMENTAL PROTECTION**

(reduced smoke and emissions)

**ECONOMICAL ADVANTAGE**

(improved m.p.g. and availability)

**EFFICIENT OPERATION**

(cleaner engines, less rebuilds)

Manufactured and distributed by:

Triple E (UK) Ltd., Triple-E Building,  
Lyon Industrial Estate, Moss Road, Kearsley,  
Bolton BL4 8TR.  
Telephone (01204) 708090



**Q** N a departure from usual practice, the questions on this page have not been posed by operators, but are general points that often perplex those who are considering costing and pricing in the coach and bus industry.

**Q** Should you use the depreciation figure in the past year's accounts in costings, or is it better to project it forward to the current year?

**a** Neither! As well as being out of date, figures in accounts represent no more than accountancy practice, having regard to principles acceptable to Inland Revenue. They have little correlation to the true value of the vehicle or the effect of inflation and market influences on the cost of replacing the vehicle. I have always believed it is more satisfactory to make an assessment of depreciation and replacement based on the 'real value' changes over a year. The essential point about depreciation funding is to be able to replace like with like when changing coaches.

By way of example: it may be possible to sell a coach that cost £60,000 10 years ago for £40,000 today but, if depreciation costing has only generated a fund equal to the drop in value, you might well need another £60,000 to buy a £120,000 replacement.

Had you been able to foresee this 10 years ago you could have made provision in costings to cover the entire £80,000 difference between the value of the old vehicle and the price of the new one. On a 'straight line' method this would be £8,000 per year.

It is important to assess, in real terms, from year to year, whether the provision made is sufficient and whether the profits made have, in fact, enabled that provision to have been generated. If the provision is too high, prices will be needlessly uncompetitive but, if it is insufficient or not achieved, the long-term viability of the business will be undermined.

**Q** Why bother with all this costing business? Isn't it easier to just add a percentage to last year's prices?

**a** It would be a job to know what percentage to use. RPI would not even cover the effect of the 25 per cent rise in fuel prices over the last year. In many areas pressures on recruitment have forced wage rates to rise above inflation and the percentage increase in spares prices is anyone's guess. Plucking percentage figures out of the sky is dangerous. Get it too low and profits would fall. Going too high would make it harder to secure bookings.

There is another good reason to start from basic costings: to discover the actual costs of each section of a mixed business and what increases (or possibly even decreases) there have been in each particular cost item. For example: changes in the way that excursions and tours are sold might radically alter advertising and publicity spending.

On the other hand, a substantial switch to

of employment (plus profit margin) having regard to the particular circumstances.

**Q** Tour operators always want a price per day to cover virtually any mileage. Why are the CBW pricing tables made up of time and mileage elements?

**a** Because not all coach operators are working all the time for tour operators! You would not win much local work, with low mileages involved, by working on a daily rate which covers the running of relatively high distances. It is beyond doubt that the duration of a hire and the distance involve vastly different costs and consequently the need to recover them as nearly as possible through a price structure that reflects those costs. Few, if any, customers would want a price expressed in time and mileage terms - they only want a single figure. Time and distance are the means of getting to the correct single figure. Working for, or quoting, tour operators is really not that much different to any other customer: an assessment needs to be made of the mileage involved, albeit on an averaged daily basis, and added to the time-based costs to give a daily rate.

**Q** Is it unrealistic to try to push prices higher and higher all the time? Surely customers simply will not pay the price we really need?

**a** It is also unrealistic to work at a loss and ultimately go out of business. Rather than go blindly on that suicide route, if you want to limit price increases, seek to reduce costs. Look at everything from bank charges and interest payments to the price of fuel and stationery supplies.

Renegotiation of deals, competitive purchasing tactics and perhaps buying in greater bulk (or, in some cases, by stocking less) can reduce costs. Either by improving driver utilisation or renegotiation of how wages are structured, seek to avoid paying drivers to stand around doing nothing between spells of chargeable work. The same may be applicable to garage staff. Coach and bus operators, because of bad planning and self-generated panic needs, often have not left themselves time for these good housekeeping measures.

Almost without doubt the real key to reducing the effect of costs on pricing, and thus prices themselves, is to increase vehicle utilisation. This dilutes the effect of the standing charges across more work. Achieving this is likely to involve concentration on better marketing and selling tactics, perhaps to develop new areas of activities.

While I have considerable empathy with the philosophy that says "It doesn't go out of the garage other than at the right price" that should not be an excuse for inactivity. The operators who are making the best profits have done everything in their power to increase vehicle utilisation. Waiting inactively for work to come of its own accord, at the right prices, is not a realistic option any more - if it ever was.

CBW

## Questions & Answers

peak-hour contract working could considerably lower overall vehicle utilisation and thus necessitate the peak-hour working bearing a greater part of the standing charges than may have been previously the case.

Unless each area of operation is correctly costed there is a very real risk of profits from one activity being unwittingly used to subsidise losses made in another.

**Q** Should wages be regarded as a standing (or fixed) cost, or a running (variable) cost?

**a** The traditional view is that wages are a standing cost but that is based on the assumption that wages and salary costs will not vary with the volume of work done. In the case of directors, managers and, to some extent, engineering staff, this may be so. On the other the costs of employing drivers may well vary according to work levels. My advice is really that it does not really matter which heading these sort of costs appear under - as long as the allowance made for them adequately reflects the true cost

**Questions on coach and bus operation should be sent to:  
Marksman, c/o Coach and Bus Week, Wentworth House,**

**Wentworth Street,**

**Peterborough PE1 1DS**

**or fax 01733 467154**

**Marksman will answer more questions after publication of his 1997 pricing tables**



Dig the train, shame about the trousers...

## Vehicles yes, clothes no

**N**ATIONAL Express launched a new image for its Midland Mainline rail franchise on the first of 13 refurbished HSTs.

And who did it turn to for the racy orange and green livery? None other than Ray Stenning of Best

Impressions. Ray forged his reputation in the coach and bus industry and says the design principles for a train are just the same: "It's a moving vehicle," he said.

Not that we'd argue with Ray's undoubtedly ability to give a slab-sided

vehicle an eye-catching modern image.

However, we're not sure we could say the same about his taste in trousers.

Let's hope they don't become the inspiration for his next scheme for a 'moving vehicle'.



Tunbridge Wells: you can bike it, bus it, but don't try walking it

## Cycle lanes, yes, but this is going too far

WHILE the provision of cycle lanes in general should be applauded, it seems these environmentally-friendly conveyances can take precedence over even pedestrians wishing to use public transport.

In prosperous Tunbridge Wells, the inclusion of this cycle lane - using much of the footpath rather than part of the road - has created this decidedly strange bus stop arrangement.

Intending passengers waiting at the shelter have to step across the lane to a small pedestrian island by the kerb edge. If there were a number of passengers and perhaps pushchairs it would indeed be a tight fit.

CBW

### HIGH QUALITY LOW MILEAGE COACHES FROM OUR HIRE FLEET

1995 M EOS 90 49R, toilet, air conditioning  
1995 M DAF SB3000 WS Van Hool Alizee 'H', 51R/Toilet  
1995 M DAF SB3000 WS Auto Van Hool Alizee 'H', 51R/Toilet  
1995 M DAF SB3000 WS Auto Van Hool Alizee 'H', 55R  
1994 L EOS 90 49R, toilet  
1994 L DAF WS3000 Van Hool Alizee 'H', 51R/Toilet  
1994 L DAF KS3000 Easishift Van Hool Alizee 'H', 51R/Toilet  
1994 L DAF SB3000 Van Hool Alizee 'DH', 51R/Toilet  
1994 L DAF SB3000 Int Retarder, Van Hool Alizee 'DH', 51R/Toilet  
1994 L DAF HS2700 Auto Van Hool Alizee 'H', 51R/Toilet  
1994 L MB230LT Auto Van Hool Alizee 'H', 51R/Toilet  
1993 K DAF KS3000 Auto Van Hool Alizee 'DH', 51R/Toilet  
1993 K DAF SB3000 Van Hool Alizee 'DH', 51R/Toilet  
1993 K DAF SB3000 Van Hool Alizee 'H', 51R/Toilet  
1993 K DAF SB3000 Auto Van Hool Alizee 'H', 51R/Toilet  
1993 K DAF SB3000 Auto Van Hool Alizee 'H', 51R/Toilet  
1993 K DAF SM230LT Van Hool Alizee 'H', 51R/Toilet  
1992 J DAF SB2305 Duple 340, 57R  
1992 J DAF SB3000 Van Hool Alizee 'DH', 51R/Toilet  
1992 J DAF MB230LB Van Hool Alizee 'H', 51R/Toilet  
1992 J DAF MB230 LT Van Hool Alizee 'H', 51R/Toilet  
1991 H DAF SB2305 Van Hool Alizee 'DH', 51R/Toilet  
1990 G MB230LB Van Hool Alizee 'SH', 53R/Toilet

## HUGHES DAF HIRE

### SHORT OF A COACH OR BUS FOR PEAK PERIODS OR SHORT TERM CONTRACTS?

Why not hire a vehicle like this by the day, week, month or year

- Under your control ●
- With your drivers ●
- With your quality of service ●

**01274 681144**

### BUSES FROM OUR HIRE FLEET

1996 N DAF SB220 Auto, Northern Counties  
Paladin, 49 str bus  
1995 M DAF SB220 Auto, Northern Counties  
Paladin, 49 str bus  
1995 M DAF DB250 Auto, Northern Counties  
Palatine II, 77 str double deck bus  
1995 M DENNIS DART Auto, 10M, Plaxton  
Pointer, 40 str bus  
1992 J DAF SB220 Auto, Ikarus Citibus, 48 str bus

1990 G MB230LB Van Hool Alizee 'H'  
1990 G DAF SB3000 Van Hool 'H', 49/Toilet  
1989 F DAF SB2305 Van Hool Alizee 'DH', 53R  
1989 F DAF SB2305 Van Hool Alizee 'DH' 51R/Toilet  
1989 F DAF MB230LT Plaxton 3500, 51R/Toilet  
1989 F DAF MB230LB Plaxton 3500, 52R  
1989 F DAF MB230LB Plaxton, 51R/Toilet  
1988 E DAF SB2300 Van Hool Alizee, 51R/Toilet  
1988 E DAF SB2300 Duple 340SL, 53R  
1988 E DAF MB230LT Plaxton 3500, 51R/Toilet  
1988 E DAF MB230LB Plaxton 3500, 53R

### HIGH QUALITY USED COACHES

1995 M MERCEDES 709, Autobus Classique, 25 str, bus seats  
1993 K MAN, Jonckheere Deauville, 51R/Toilet  
1993 K DAF SB2700 HS, Caetano Algarve, 53R  
1991 (H) DAF SB2305 Plaxton 3200 LD 55R  
1990 G VOLVO B10M Plaxton 3500, 49R/Toilet  
1990 G DAF DHTD Duple 320, 57R  
1990 (G) SB3000 VAN HOOOL ALIZEE DH, 51R/toilet, air con  
1991 (H) DAF SB2305 Plaxton 3200 LD 55R  
1989 G SCANIA K113 Van Hool Alizee 'SH', 49R/Toilet  
1989 F DAF MB230 Van Hool Alizee 'SH', 53R/Toilet  
1989 (F) SB3000 VAN HOOOL ALIZEE DH, 51R/toilet, air con  
1989 (F) VOLVO B10M Van Hool Alizee H, 53R  
1989 P BOVA FUTURA FHD, 49R/Toilet  
1989 SB3000 Plaxton 3500, 51/Toilet  
1988 VOLVO B10M, Plaxton 3500, 49R/Toilet  
1988 P BOVA FUTURA FHD, 49R/Toilet  
1988 E DAF SB3000 Van Hool Alizee 'DH', 51R/Toilet  
1988 E SB3000 Van Hool Alizee SH 49R/Toilet  
1987 E DAF SB2300 Plaxton 3500, 53R, air conditioned  
1987 D DAF 2300 Van Hool Alizee 'H', 49R/Toilet  
1987 D DAF SB230LB Duple 340, 53R  
1987 D VAN HOOOL T815 51/toilet

**FOR FULL DETAILS TELEPHONE: 01274 681144**

**EOC**  
COACHES  
PARTS &  
SERVICE

**IKARUS**  
PARTS &  
SERVICE

**PLAXTON**  
PARTS &  
SERVICE

**DAFBUS**  
PARTS &  
SERVICE

**VANHOOL**  
PARTS &  
SERVICE

**NORTHERN  
COUNTRIES**  
Buses are our business

**PARTS &  
SERVICE**

**AUTOBUS**

# ATTENTION, CUSTOMERS OF NATIONWIDE SEATBELTS LTD

All seatbelts fitted to early Plaxtons  
and Duple Dominants by ourselves  
have had the seat frame  
strengthened

## AREN'T YOU THE LUCKY ONES!

**01621 840722**

66629/SBE



Tip-Up seat range



"ELLSTAR" M2 tested seat

### Vehicle seating at its best!

- Unique Restall designed tip-up seat
- Maximises flexibility of passenger accommodation
- Ideal for mounting in wheelchair parking area of low floor buses.
- High back version also available

- Unique Restall designed pedestal and seat combination optimises energy absorption and passenger safety
- Special anti-submarine cushion design for maximum comfort and safety
- Small pedestal footprint for extra comfort
- Adjustable pedestal spacing

**RESTALL BROS LIMITED**

Anne Road, Smethwick, Warley, West Midlands. B66 2NZ

Tel: 0121 558 4761 Fax: 0121 555 5524

LETTER OF  
THE WEEK

# Buying new vehicles, not retro-fitting, the answer

From Gary Dixon

I was most upset to read *CBW's* suggested letter to news editors (*CBW*, 8 February). Facts and figures relating to seatbelt statistics of the past have no meaning to the general public who, after all, hire our coaches on an ongoing basis.

If the modern-day coach operator invests in new coaches, as I have done, they have seatbelts that have been proven in the design of the coach, also crash tested and certified from new. To gain a Certificate of Initial Fitness in 1996, as opposed to 1986, is much more difficult.

As you can gather from

this letter, I think the opinion of the general public and the standards of my company dictate totally against retro-fitting.

With reference to the article about my company (*CBW*, 25 May 1996), I have invested in a fleet of coaches valued at over £1 million. I have been dealing with large coaches for two years. However, there are a lot of coach companies who have been in the business for a lot longer, who could easily do the same as me and, at the end of the day, I went out to get the work after the purchase had been made.

I would like to know what coach companies who

are operating older coaches are going to do on 10 February 1998.

I would suggest they set up their garages as Severn Valley Railway did with steam trains and open them for the tourists.

Modern-day coach operators should be keeping up the same image that Euro Star has been creating since 1995. This would enable us to recoup all the investment put in and enable the manufacturers, suppliers and service industries to benefit as well.

Gary Dixon  
Executive Travel  
Wednesfield  
Wolverhampton

## Aspirational scheme

From Eric Hall

In response to a written question put forward to the Directorate-General VII of the European Commission in the magazine *Commission en Direct* number 40 of 16/22 January 1997, a most interesting reply was proposed.

First, it was explained that, some time during the next six months, it hopes to have established a common front among the 15 members for the introduction of a new tachograph which (it hopes) will make falsifying records much more difficult. "About time," most realistic drivers will reply, but I am waiting to be convinced as, indeed, I am waiting to hear exactly who is going to have to pay for purchasing and installing all the necessary equipment. Are we also going to see yet another attempt to fit tachographs in all vehicles with more than eight seats?

And for those of you who were breathing sighs of relief that the 48-hour working week was not going to be applied to workers in the mobile transport industry well, think again, because the commission is proposing shortly to publish a White Paper on the subject. You may well wonder exactly what are the implications of this, and how you are going to be affected, so read on.

Firstly, I have yet to meet a coach driver who has worked less than 48 hours per week. I don't just mean driving, but loading and unloading, washing out and cleaning, fuelling up and so on, and 'hanging around'.

If a driver is limited to only 48 hours

working, well, work it out for yourself, how much of their weekly routine will they have to miss out on? And don't just think "good riddance", because it's all going to have to be done and this is where it really is going to bite.

Those drivers who are accustomed to their usual tour all alone will now find that either their routine is going to be cut down drastically, or (even worse) they will find a second driver with them.

In the first case, the passengers will be really upset, and in the second case, when the passengers have to pay an extra £25 or £30 per holiday to cover the second driver's expenses, they will be really upset. And who will get the flak?

And even worse, those drivers who work for a few certain northern coach operators (no names mentioned) who are used to making up their 19th Century wages on their travels are really going to suffer when they have to divide everything by two. And how many drivers are going to be needed to do a shuttle to Spain or Italy?

Secondly, can anyone really see operators willing to maintain the present ridiculous wage rates when they see the driver's work being cut by two?

And where are all these necessary additional drivers going to come from? This may be good news for the unemployment statistics but I'm sure we can all remember what happened to bus services under deregulation in the mid-80s when a rapid recruitment of drivers was required. The standard fell dramatically; accidents and reported cases of bad or downright dangerous driving filled

Write to: The Editor  
*Coach and Bus Week*  
EMAP Automotive Ltd

Wentworth House  
Wentworth Street  
Peterborough PE1 1DS  
fax: 01733 467154  
e-mail: FrankF@  
automotive.emap.co.uk



Keep those letters rolling in. If requested, we will publish them anonymously, but always include your full name (ie, first name and surname), address and telephone number



Letter of the week  
wins a Corgi  
Classics model bus

the national papers for years. And has anyone had the "pleasure" of working with one of these "service" drivers on a coach tour?

I don't blame them personally, because they were never taught like we were, to brush out and wash the coach, to be nice to the passengers etc. Coming from a background of being taught as quickly as possible to get their Sherpa or 1970 Olympian in front of their competitor's Sherpa or 1970 Olympian at all costs it was no surprise. Now, soon enough, the same pressure will be on coach operators to train up staff as quickly as possible to keep the coaches on the road (I can't see any operator starting a programme of training even a day in advance).

Will we, therefore, see the same results in the coaching world as we saw on the buses? The outcome will be exactly the same, with a fall-off of coach passengers which will, in turn, lead to more cars on the road, thus more pollution, more coach drivers receiving even less pay than at present, the reputation of the British coach driver plummeting downhill fast to meet that of his European counterpart, and the destruction of a traditional British industry which has existed unchallenged virtually since Herbert Shearing loaded up his first charabanc in Oldham in 1919.

Eric Hall  
Brussels  
Belgium

The UK's premier travel event for

# non-stop business

with over 500 UK Exhibiting Companies including:

NATIONAL/REGIONAL TOURIST BOARDS

HOTELS/ACCOMMODATION

CONFERENCE VENUES

TOURIST DESTINATIONS

HOLIDAY CENTRES

VISITOR ATTRACTIONS

TRANSPORTATION, SERVICE/PROVIDERS

TOUR OPERATORS

TRAVEL RELATED SERVICES

**British Travel Trade Fair is Britain's only dedicated travel event for domestic and inbound tourism, and the premier business forum for British coach operators.**

- Make vital new contacts
- Discover the newest products and services in the market
- See the UK's most popular tourist destinations and attractions
- Negotiate valuable new contracts

Phone or fax for your free admission tickets on:

**TICKET HOTLINE** 01926 435843

**TICKET FAXLINE** 01926 451963

Also take advantage of the free Technology Advisory Clinic and Free Seminar Programme

Organised by Reed Exhibition Companies on behalf of the English, Northern Ireland, Scottish and Wales Tourist Boards and the British Tourist Authority

Please write clearly in **BLOCK CAPITAL** letters

Please send me  tickets to British Travel Trade Fair '97.

**TITLE (MR,MRS, MS)** **INITIALS** **SURNAME**

**JOB TITLE** **COMPANY**

**ADDRESS**

**TOWN** **COUNTRY** **POSTCODE**

**TELEPHONE** **FACSIMILE**

Return to: British Travel Trade Fair '97, 52 Trinity Street, Leamington Spa CV32 5UT

Please note that British Travel Trade Fair '97 is open strictly to representatives from the travel industry and media only. General public are not admitted.

CBW5





**Stagecoach introduced artics on inter-urban routes but how do they fare on urban streets?**

**B**ENDI-BUSES or articulated PSVs, call them what you will, have never enjoyed much popularity on these shores. The thinking was why mess around with a bus nearly 60 feet long with three axles, when a double decker will carry the same amount of passengers, in half the length, and more importantly, half the price?

But Mainline in Sheffield has been running 13 Danish-built Leyland-DAB bendi-buses quite happily for the past 10 years and they are as common in Europe and Scandinavia as the double decker is in the UK. But all those in Sheffield are buses, not coaches.

In 1981 Parks of Hamilton ordered a batch of Volvo B10Ms with Duple Goldliner bodywork but they never saw the light of day because of legislation banning all articulated vehicles from the outside lane on three-lane motorways. However, 15 years on, all two-axle coaches are banned from the third lane, so that problem does not arise anymore.

Now Stagecoach Ribble is using these 71-seat 18-metre Volvo B10Ms on the X43 route. They are rated at 286 bhp with ZF five-speed automatic gearbox with integrated integral retarder, and fitted with Plaxton's Premiere 320 Interurban design bodywork. All seats are fitted with seatbelts and there are overhead racks and luggage pens at the front. And all this for around £200,000 each.

Twelve have been delivered to Stagecoach, 10 with Plaxton coachwork and two Jonckheere Mistral. The Mistral are with Fife on its Glasgow express routes, and the Plaxton examples will be split between Ribble, East Midland and Fife.

The X43 route stretches from Colne, in the top corner of East Lancashire, close to the North Yorkshire border, through the mill towns of Nelson and Burnley, and crosses the Rossendale Valley to Rawtenstall. Here it joins three miles of dual-carriageway, then on to the M66 and M62. The last leg takes it through the Cheetham Hill suburb of Manchester, past Strangeways Prison, the bomb



**Stagecoach artics: around £200,000**

# What fu the ben

damaged city centre and Chorlton Street bus station, a total of 31 miles, and a journey of 95 minutes.

Trevor Roberts, Ribble operations director, said: "As to the articulated Volvos, it is our intention to use them on the X61 Manchester-Blackpool through March to October and the X43 in the Winter.

"The vehicles are on trial within the Stagecoach Group following impressive loadings on the inter-urban network and the need to provide additional capacity of similar quality."

"The standard return fare is £2.10 which, for a round trip of over 60 miles, is excellent value for money. The service runs every 15 minutes, Monday to Saturday, and hourly in the evening. The service operates as the 743 on Sundays, but additional X43 journeys are operated on Sundays on the weeks preceding Christmas. The artics have not yet been used on the 743, due to Greater Manchester PTE objecting to them using the Bury Interchange on the grounds that, at 18 metres, they are too long to negotiate the entrance. Admittedly, during the week the interchange is quite congested but on Sunday you will be lucky to see more than four buses in at any one time, so what's the problem?"

To sample this 18-metre leviathan, we took the 9.30am from Colne, accompanied for part of the journey by Richard Cranmer, operations manager for east Lancashire, which takes in Clitheroe, Blackburn, Burnley and the recently-acquired Hyndburn.

Mr Cranmer said most drivers had been trained, but there was no dedicated team for the artics. Driver Roy Burns said he found them easy enough to drive and reversing was



**Stagecoach introduced articulated coaches with low fares in east Lancashire. Is this just a one-off exercise or is it the way forward? David Barrow investigates**

# ture for di-bus?

the only problem he had to work on. Although the vehicle is 18 metres long, a short 5.6-metre wheelbase gives a turning circle comparable with a conventional 12-metre two-axle coach. Mr Burns said that, at first, he was forever looking at the video screen above his head, which is linked to a camera in the trailer section surveying the emergency exit.

We left Colne at 9.30am with four passengers on board. Richard Cranmer said the majority of the passengers for Manchester board at Burnley and Rawtenstall. Quite a few passengers commented to the driver en-route about the vehicles.

Burnley bus station has typical nose-in, reverse-out type of stands, and other bus drivers have to be aware of the 'bendi' when coming in to park, with six metres of coach protruding from the line of parked buses.

Mr Burns said he found reversing a bit more of a challenge, especially on this day as a second artic was parked at right angles to us, with not much room for manoeuvre.

Eventually we made the steady climb out of Burnley before levelling off at Dunnockshaw, and then descended through Crawshawbooth, and on to Rawtenstall. This is a busy little town, and the artic had to negotiate the tight twisting streets with its plethora of parked cars, before coming to rest at the Bank Street pick-up point. Rawtenstall is the last stop before the dual-carriageway motorway section.

Rossendale Transport and Firstbus Greater Manchester provide the services to Bury and Manchester using A roads, but most patrons travelling to Manchester will choose the X43, even though Bury has its Metrolink for its link to Man-

chester and beyond.

When we left Rawtenstall we were now almost three-quarters full, mostly with shoppers, but some were connecting with other services at Chorlton Street bus station in the city. Some elderly passengers said they were thankful of the extra capacity, without the need to climb stairs as on double deckers.

The BIOM provided a smooth effortless journey on the 14 miles of dual carriageway and motorway, cruising at the maximum 60 mph for most of the way. The whole unit felt very rigid and taut, with none or very little sideways flicker from the trailer section.

So what future does the artic have?

Barry Hickley for Stagecoach said: "We will be closely monitoring the performance of these new coaches over the coming months to determine just what role they have to play in our operations in the future."

Hugh McAtee, director for Parks of Hamilton, said: "Artic coaches do not figure in our future buying plans, even though they did 16 years ago."

Don Johnson, national coach sales manager for Volvo Bus, said: "Not much interest shown, Bakers Dolphin in Weston made some inquiries but that was all."

A spokesperson for a large Midlands company said: "They looked ideal for National Express work."

If Stagecoach finds a niche for this type of coach, and orders more, others might follow but, if it decides there is no specific advantage and just keeps what it has, Stagecoach, like Sheffield Mainline and Ulsterbus, will probably remain one of the only operators of articulated PSVs.

CBW



**Tight squeeze: artics have to cope with narrow streets**



**Glynn McKenzie, general manager: brings a wealth of experience way beyond industry standards in dealer management**

## Kirkby — a byword for quality and innovation in servicing your total transport solutions

**T**HE first thing that strikes you as you enter Kirkby's modern facility in South Yorkshire is the full force of enthusiasm and teamwork. The people, a mix of long-established professionals and new recruits, form a powerful group wholly committed to the business of helping the customer and setting new standards in customer care.

Intuitive, experienced and steeped in the industry, they truly understand that, whatever the nature of your own company, maximising profit is only possible if you have exactly the right vehicles and support which suits your needs.

Perhaps being part of the powerful and highly successful Henly Group, market leader by far in the industry, helps but one gets the impression these people just love delighting customers, whatever the product.

Of course, Plaxton has been in the business of developing vehicles which set the standard for quality and value for money for many years. A shining star in the City and performing superbly with recent acquisitions such as Northern Counties in Wigan and the joint Henlys/Volvo purchase of Provost in Canada, this group just goes on getting better and better.

However, Kirkby is much more than a division of Henlys, offering a bewildering array of used coaches with various bodies on all leading brands of chassis, creating a dynamic range of options whatever the size of your order.

If it's new you seek, Kirkby has a full range of Plaxton coach bodies on Volvo B10M, Javelin 245 and GX, all for immediate delivery.

### QUALITY

Customers are met by Narissa Kirk, sales receptionist, and entering the offices is an experience in itself. The congenial atmosphere and superb showroom are not meant to lull you into a false sense of security! This is very much a "One Stop Shop" where a whole package of services are introduced to you, involving you in the whole purchasing process.

Every vehicle undergoes rigorous pre-delivery valeting and servicing in



**Narissa Kirk: a relative newcomer to the company, Narissa is the youngest member of the reception and administration team. First impressions are critical and Narissa is becoming accustomed to her prominent role in the sales process**



**Experience unlimited: the Kirkby Coach and Bus**

# A winnin

state-of-the-art workshops, and customers are encouraged to view this process firsthand.

### COST

While many sales environments can have "fire and forget" philosophies, Kirkby customers represent the lifeblood of the business, where loyalty and commitment come together in

### AREA SALES MANAGER

**Superb opportunities to join a winning team**

**Various locations**

**£Excellent  
Package**

**Kirkby's success, expansion and commitment to customers has led to a demand for increased market presence. As a consequence they are always seeking outstanding sales professionals capable of delivering a coherent business development plan in specific regions of the UK.**

**You will need to be committed to offering a wide range of customer-focussed options, and be capable of**



**sales team, with sales manager Mick McElhone**

## g team!

partnership with you. Of course, the pressures for operators are intense, making the purchase structure a critical element in your decision. Price is one thing but what about whole life cost?

For example, parts cost/availability and service intervals, or resale values when the time comes to replace the vehicle? In addition, these are expensive purchases, tying up cap-

### AREA SALES MANAGER

**working with a high degree of autonomy in managing your area in terms of profitability and long-term growth.**

**Results driven, highly credible and a natural business winner, your personality, enthusiasm and approach will be such that you can quickly add value to an accomplished Kirkby sales team.**

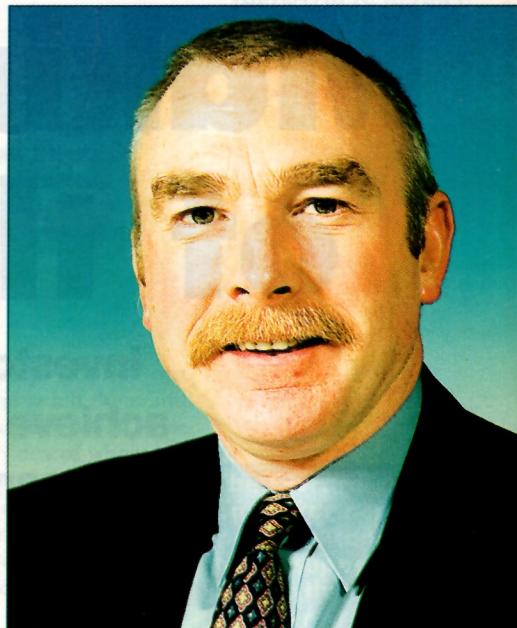
**Experience in commercial vehicle sales is a key component for success, and career development opportunities in a meritocracy will be, quite simply, outstanding.**

**Candidates should write, enclosing a comprehensive CV, quoting reference 99/64, to our retained consultants: Wetherby, the Carling Suite, Lawns House, Lawns Lane, Farnley, Leeds, LS12 5ET.**

ital, so the way you finance the deal is absolutely critical.

Glynn McKenzie, general manager, understands these issues and, with over 36 years in finance and business management, he brings a wealth of experience way beyond industry standards in dealer management.

Stuart Smith, manager of Roadlease Finance and Kirkby Rental, heads a team dedicated to the growing demand for short-term rental and seasonal hire, helping customers to maximise market demand. When purchasing, Stuart can arrange a finance package to suit your needs, backed up with the full force of Lombard Business Finance. The low-cost Triple Choice Diamond options are flexible and offer you opportunities to maintain your vehicle range as up to date as possible. In most cases, finances can be arranged quickly and without fuss while you are on site.



**Stuart Smith: heads Roadlease Finance and the growing Kirkby Rental Division**

### INNOVATION

There is no doubt that the industry continues to change dramatically. With competition intensifying, there is a need to add value at every stage of the sales and post sales support so that you take delivery of your vehicle which is ready for action from day one. To achieve this, the business has focussed wholly on providing a service for the whole life of the vehicle, through advanced parts and service operations, keeping you on the road at the lowest cost possible.

Glynn McKenzie drives this philosophy hard and is determined to continue innovating and adding value at every opportunity. His view is that only the truly professional organisation will survive in the future, and every aspect of the process, whether purchasing, renting or financing - and, more importantly, helping to support customers' autonomy long term - is a vital element.

He has spent a considerable amount of time increasing Kirkby's presence in the market and coaches his external sales team in business development and getting to know their customers, wherever they are.

He has also increased activity and committed resources to Ireland and Scotland and, of course, continues to call on the resources of the Henlys Group when required.

To help provide this service and to offer back-up to the sales team, Lindsey Jones has introduced a telemarketing service making sure that Kirkby is in regular contact with its customers. All the facilities Kirkby has on offer at Anston are open to visitors to the Kirkby Spring Show on 3, 4 and 5 March. There is also a chance to see the Plaxton Parts and Service Centre, Bus and Coach Glazing, and the Small Bus Division, along with the many displays by the industry's leading suppliers.

Kirkby, the byword for quality, cost, delivery and innovation in providing total transport solutions.

■ For more information on new/used vehicle chassis options, purchase, rental, hire or financing and general inquiries contact Kirkby Coach and Bus - Sales Reception, on 01909 551166.



**Lindsey Jones: a familiar face to Expressliner operators, Lindsey has a new role in a pioneering field of telemarketing and customer service/support**



# Making the most of their people

**Investors in People has allowed Clarkes Coaches to achieve everything it set out to, and more, says quality and management consultant, Peter Everard, in the last part of a four-part series**

**A**TTAINING the Investors standard has allowed Clarkes to achieve everything it set out to achieve initially and more. The company is now confident it has the people and systems to take it through to its next stage of development. Levels of business have been maintained and customer testimonials bear out the quality of the service. The coaching industry is an unknown commodity to lay people; 90 per cent of people do not use coaches. Clarkes, by completing the Investors process, has demonstrated that coach businesses can be run on the same level as other businesses.

As the only "people quality" standard, Investors provides a framework for integrating human resources strategy with business strategy. This allows effective action to maximise the return on the investment made in people. This is of equal importance to any employing organisation, regardless of size, sector, or location. The national standard does not, though, expect employers to approach training and development in the same, or a predetermined way. Investors is a continual process of development and the cyclic framework of 'commitment', 'planning', 'action', and 'evaluation' allows for and respects individual approaches and methods to meet training needs.

The standard ties training needs directly to the long-term aims of the organisation and gives the investment in people a greater focus. It highlights the fact investment is not simply a question of committing more resources to training but of making existing investment work more productively. It helps put a firm value on training. Investors can also provide a company with the opportunity to review current training and development against a good practice benchmark and can provide an accurate audit of current strengths and weaknesses.

Having said the Investors process is not prescriptive, the benefits a company undertaking the procedure can expect to receive are tangible. Working towards achieving the national standard typically:

- Empowers employees to determine their training and development needs. There is a greater willingness to accept new technology; industrial relations are improved due to an awareness of common goals and, therefore, greater job satisfaction; staff turnover and absenteeism are reduced.
- Focuses on the training and development needs

of directors and managers who are working as a team to achieve common goals for the mutual benefit of all employees. All staff are more closely involved in business planning and, therefore, awareness of business objectives among all employees is raised.

- Helps management put greater value on learning time in everyday work experiences.
- Creates the confidence to approach quality assurance such as ISO 9000 (formally BS5750) and Total Quality Management initiatives. As a quality assurance system, ISO 9000 may operate alongside Investors and be mutually beneficial: 90 per cent of the achievement of a company undertaking Investors unavoidably demonstrates the consistency of quality necessary for ISO 9000; operating in reverse; a company cannot offer the best practice of Investors without consistent levels of quality.
- Brings public recognition - by customers, suppliers, shareholders and employees alike for achievements measured against a rigorous national standard.
- Provides evidence of improvements through monitoring and evaluation.
- Brings a new competitive advantage.

The benefits experienced by Clarkes reflect the full capabilities of the Investors framework. It has allowed it to develop a competitive edge to secure future prosperity and to create an improved skill base from which to



**A company can expect tangible benefits from Investors**



**Looking for the next challenge: through Investors Clarks is constantly setting itself higher targets**

"Investors helps you set out your goals and reach them and that gives you satisfaction. I've got a clearer idea of where my job's going and the training I need. Since I've been here there's been an enormous change; everybody's got a clearer idea of their role in the company."

Not everyone can see the benefits that investors can offer before they actually embark on the process. Some of the most commonly asked questions are:

**Q** How will Investors affect my bottom line?

**a** It will inevitably affect it; if a company is maximising its potential it cannot fail to have a positive effect. In Clarks' case it exposed a commercial gap in Winter work following a business plan analysis. This led to the introduction of a commercial manager which created a significant improvement to the bottom line.

**Q** How will Investors help us while we're making a profit already?

**a** There is always room for improvement and Investors creates improvements in: efficiency, communications, staff participation, awareness and staff relations.

**Q** Are we too small?

**a** Investors is beneficial to any organisation, whatever the size or structure, but it is particularly aimed at those companies with more than 10 to 15 employees.

**Q** What is it going to cost?

**a** For a company undertaking the process itself, it is a commitment of time and effort until the changes become common practice. If a consultant is brought in via a TEC it will require the same level of commitment and up to 50 per cent of the funding for the work will be met by the Government.

**Q** Where can we get help?

**a** Regional help is available directly through the Training and Enterprise Council and from Business Links.

With the guidance of its management consultants ESP (the Everard and Smee Partnership) Investors has taught Clarks a lot about itself. The company now feels poised to move to the next stage. It will be always looking for the next challenge, constantly setting itself a series of higher targets.

As Clarks' director of personnel and training, Paula Marks, says: "The greatest benefit we have got from Investors is the development of our culture and empowerment of our people leading to continuous improvement in everything we do."

**The Everard and Smee Partnership provides consultancy support and advice through a number of Government initiatives which include Investors in People, ISO 9000, and Training and Development Management. It further assists with management training, Total Quality Management issues, business planning, and addresses conflict in the workplace. ESP, Peter Everard and Tim Smee, are at Northbrook Farmhouse, Micheldever Station, Nr Winchester, Hampshire, SO21 3AJ**

expand business objectives:

- Drivers are empowered to take responsibility and do so willingly.
- All staff 'own' their career development and have a full say in appraisal matters.
- Career structures are in place and the company secures the highest-quality recruits.
- All drivers have passed the Institute of Advanced Motorists test and some are now qualifying as IAM instructors.
- NVQ qualifications for drivers are being introduced with internal assessment verification.
- Some drivers are taking basic Japanese lessons to serve better their Japanese tour customers.
- All staff wear the company uniform which creates a sense of belonging and pride.

These positive effects that Investors has brought to Clarks are widely recognised throughout the company.

Driver Ricky Fletcher said: "It's definitely easier to contribute ideas now through the Drivers' Forum; if you raise a problem, it's in the minutes and by the next meeting it's sorted out. The appraisal system is also very useful because it helps you understand your role within the organisation."

Recently-appointed workshop technician Fred Abercrombie said: "I've only been at Clarks for a few months and the induction process was very good. It took away the burden of everyday things and gave me an idea of who is responsible for what and where I fit in."

According to personal assistant Christina Ward:

Part 4

CBW



## Caetano/MAN collected

BURNS Coaches of Tarves, Ellon, Aberdeen, has collected a new Caetano Algarve II 33-seat coach from [Salvador Caetano \(UK\) Ltd](#). Mounted on MAN 11.190 rear-engine chassis, the coachwork includes tinted double glazing, rear saloon toilet, cooler box and hot water boiler mounted on the front decency screen, video and monitor



## Stonehouse buys Mistral

THIS new Volvo B10M GL fitted with Jonckheere Mistral 50 coachwork has been sold by [Yeates](#) to Stonehouse Coaches of Stonehouse. It is equipped with 49/53 seats, centre sunken toilet and centre Continental door, radio/PA/cassette and registered P3 BUS.



## Century liveries differ

A PAIR of Scania Century coaches sold by Scania Bus and Coach to C&G Coach Services of Chatteris are in different liveries. C&G runs 16 coaches. Ten are Scania, including four Irizar-built Centurys. Both the new coaches will be used on UK and Continental tours but one is for an exclusive contract with Harrison Holidays.

## KIRKBY

# Mayne chance

Change of direction for north west operator, which needed vehicles offering balance between comfort and capacity

by Mike Morgan

MAYNES of Manchester has added its first Volvos, with two going to its 23-vehicle coach fleet in Manchester and a similar pair going to its 22-strong Barry Cooper fleet in Warrington.

B10M chassis and Plaxton Premiere 55-seat 320 body were selected for these debut Volvos, which were supplied by Kirkby.

General manager, Gradyn Thompson, explained the change of direction for Mayne. He said: "We run the usual mix of private hires alongside a programme of day excursions and a limited programme of short breaks.

"For this we need coaches which offer the best balance between comfort and

capacity, and the vehicles which Kirkby had to offer filled the bill nicely.

"We have always viewed good fuel economy as important in helping us to manage our costs and this has influenced our choice of vehicles, both buses and coaches. We will closely monitor these Euro 2-engined vehicles to check their performance."

The new Volvos introduce a new look for Mayne's coaches with a bold new fleet-name and revised livery layout. "Image is important in the coach business," said Mr Thompson, "and on these vehicles we've gone for strong use of the company's established red and cream livery which should leave no doubt about whose coaches they are."

## AW GROUP

# First Scottish operator to

RENNIES, the long-established Dunfermline-based coach and bus operator, is the first operator in Scotland to buy Indcar-bodied Iveco midicoaches.

Supplied by Iveco dealer, the AW Group of Ratby, Leicestershire, the midis also signal a landmark in the company's history and are to be followed by a further trio of Iveco





# for Plaxton Premiere/B10Ms



## buy Indcar-bodied midis

coaches. A special variation on the Rennie blue and white livery has been designed to mark half a century in business.

However, it will be

restricted to new deliveries.

Expected shortly are three full-size Beulas-bodied Iveco EuroRiders.

Two of the Indcar midis are to 35-seat format, but the third is classed as an executive, being fitted with floor-mounted rear toilet and downseated to 33. Consequently it has a windowless back.

When the EuroRiders arrive, three Plaxton and Van Hool-bodied Volvo B10Ms will leave the fleet as the Ivecos take up duty on the company's Continental tour programme - including Italy. Managing director Major McClements described the Ivecos as "a most exciting buy."

Rennies 60-vehicle fleet includes 32 deckers dedicated to school contracts. The company is a driver competence centre for SVQs and is moving toward Investors in People.



## ADAMSON

## Mercedes-Benz conversion

SCOTTISH specialist supplier of coach conversions, Adamson of Dennistoun, Glasgow, has supplied a Mercedes-Benz 611D to Garelochhead Mini Buses in Dunbartonshire. Set up seven years ago by Stuart McQueen, Garelochhead now has its fifth T2 Mercedes.

It is intended that the new vehicle will be used mainly on private hire and contract work.

Standard features of the vehicle include luggage racks as well as Adamson's newly-introduced 'super-size' dropwell boot, increasing the luggage carrying capacity of all its new vehicles.

Added to this it is fitted with 24 high-backed seats with 'all-age' lap and diagonal seatbelts, power door, TV/video, PA system and illuminated name glass.

CBW



# Chequer wins Bowens hot drinks contract

**Mike Morgan takes a look at some of the latest products on the market for the coach and bus industry**

IN-CUP vending manufacturer Chequer Foods has opened the door to a lucrative new market for the Auto-cup range of hot drinks.

In partnership with Newcastle-under-Lyme-based distributor, Crown Cup, the company has secured a contract with

Bowens of Tamworth.

The deal was sealed following Chequer's successful development of a custom-made dispenser unit designed to suit Bowens needs and offering three choices of hot drinks.

Each dispensing tube can hold 25 Auto-Cup insulated



**Chequer Foods designed custom dispenser for Bowens**

cups and offers customers the choice of Nescafe Gold Blend, PG Tips tea or Cadbury's hot chocolate brands.

Bowens carries a quarter of a million passengers each year.

Joint managing director Peter Meadows said: "Providing

our customers with on-board refreshments that people recognise and regard as high quality enhances the image of our service and provides added value to our passengers."

**Contact Chequer on 01952 680404 or fax on 01952 684164.**

## More Rockwell low-floor axles

ROCKWELL has expanded its family of low-floor axles to fit a variety of coach configurations.

The new front non-drive steer axle, drive axle and planetary drive axle are designed to meet increased demand for accessible vehicles. For example, Rockwell expects 50 per cent of bus axle volume to convert to low-floor design within three years.

A feature of the FH-946 steer axle is the use of Easy Steer components which permit

reduced steering effort. The RC-26-720 inverted portal axle features bearings that can be set with rotating adjusters and hypoid/helical double reduction gear which are ground for smoother and quieter operation.

Model RC-26-633 is a compromise between conventional high-floor and low-floor drive axle designs. The axles' hub-reduction permits a smaller bowl diameter.

**Contact Rockwell Automotive on 01789 764123.**

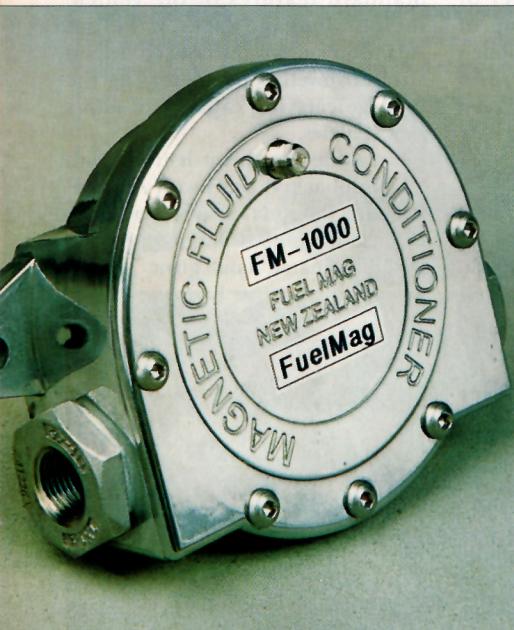
## 'Debugging' Diesel fuel

MISFIRES, power loss, fuel starvation and clogged fuel filters caused by a strange spaghetti like substance in diesel fuel are becoming more commonplace.

The cause is microbiological contamination which cultivates in the diesel and often results in expensive steam cleaning of fuel lines, filters and tanks.

Until now prevention and treatment is by using a biocide but Separ's new FuelMag contamination unit is claimed to be a safe and cost-effective alternative. It passes diesel through an in-line unit over very strong magnets which disorientate and break down the bug. Available in sizes to suit diesel engines up to 3,500 hp, the FuelMag prices start at £95.

**Contact Separ on 01923 819041 or fax 01923 255052.**



**In-line unit uses very strong magnets**



**In control: the DeVilbiss Hose Tidy**

## Keep spray hoses tidy

SPRAY gun hoses can easily twist or get tangled in the booth. They sometimes get trapped under wheels, they can stir around the dust on the floor and, worst of all, can touch and ruin a good paint job.

The new DeVilbiss HTS-100 hose tidy keeps those hoses fully under control by running them along wall-mounted glide rails.

**Contact DeVilbiss on 01202 571111 for further details.**

Tel: 01733 467147



Fax: 01733 467154

# Coachmart

## VOLVO

Pre-owned coaches

### LEYLAND TIGER

1989

#### Plaxton Paramount 3500

53 reclining seats,  
Cummins engine,  
ZF automatic gearbox.

Tested until end of the year.

**2 vehicles at  
£60,000 each  
or nearest offer**

Tel: 03741 45000

68712/CM

### BEDFORD DOMINANT

Two axle, rigid body, 45 seats with 4 tables, 1979, 7 months test

**£2900**

### LEYLAND AEC, PLAXTON

Two axle, rigid body, 55 seats, 1978, 5 months test

**£2200**

Tel: 01429 266606

68706/CM

### JONCKHEERE DEAUVILLE DAF SB2300

1989,

51-seater, full executive, recent engine re-build, 12 months MoT.

Possible part exchange

**£61,000 + VAT**

Tel: 01697 331276

68763/CM

### 1989 SCANIA K113 PLAXTON PARAMOUNT

53 reclining seats

**CHOICE OF 2**

Both vehicles have middle door, Telma & in excellent condition, used on tour work only they both come with private plates

**£60,000 EACH OR  
NEAREST OFFER**

TELEPHONE  
**0131 555 0034**

68746/CM

### 1985 DAF SB PLAXTON 3200. 53 E-type seats, MoT July '97.

**1985 LEYLAND PLAXTON 3500.** 49 Vogel seats, rear toilet, continental door, coffee units, New MoT.

**1987 DAF SB PLAXTON 3200**  
Mk III. 57 seats, MoT August '97.

PART EXCHANGE

Late Bova Futura required

All Offers considered

### CLAYTONS of LEICESTER

Tel: 0116 2739818

66400/CM

**1981 B58 VOLVO PLAXTON**  
**SUPREME V.** 53 seats, MoT Sept '97, good condition throughout

**£11,500**

### 1983 LEYLAND TIGER PLAXTON PARAMOUNT 3500.

49 retrimmed seats, toilet, wired for TV, video and drinks machine. MoT Oct '97

**£19,500**

Both vehicles are sensibly priced for a quick sale

68734/CM

Part exchange considered

**TEL: 01268 520205**

**1989 VOLVO Plaxton 3500, P.P., 49 recliners, video, toilet, drinks, Inertia belts, T&T** ..... £68,000 ono

**1988 DAF 2300 SB Algarve, P.P., 49 recliners, video, toilet, drinks, Inertia belts, T&T** ..... £43,000 ono

**1976 BEDFORD Duple 320, 57 recliners, T&T** ..... £15,000 ono

**1989 MERCEDES 609D, 24 seat with boot, T&T** ..... £14,000 ono

**1988 MERCEDES 307D, 13 seat, T&T** ..... £3,500 ono

**1987 MERCEDES G-Wagon, 8 seat, 4x4, T&T** ..... £6,500 ono

Most in white, prices + VAT

01833 660471

68812/CM

**VOLVO B58 VAN HOOL ARAGON**, auto, 53 retrimmed seats, all white, good looking Alizee lookalike ..... £12,500

**1983 VOLVO B10M VAN HOOL ALIZEE**, 49 retrimmed seats, toilet, double glazing, drinks, video, bunk, long MoT ..... £31,500

**1980 BEDFORD YMT PLAXTON SUPREME IV**, 53 retrimmed seats, seatbelts, power door, replacement engine Oct '96, very straight attractive coach ..... £5250

**1978 (T) BRISTOL VR**, ECW body, Lowbridge, choice ..... £4,500 inc tyres

PART EXCHANGE CONSIDERED FOR ANY OF THE ABOVE

Tel: 01268 783878

68825/CM

## Volvo. Coach of the Year for the third consecutive year.

### SUPREME COACHES

#### 1990 MAN 16.290 Jonckheere

Deauville

51 seats, toilets etc. Long MoT  
£77,500 each + VAT

#### 1991 MAN 16.290 Jonckheere

Deauville

As above. CHOICE OF 2  
£82,500 each + VAT

#### 1978 BRISTOL VRT LEYLAND

501 D/D

ECW low bridge/74 seats  
CHOICE OF 2  
£3,950 each + VAT

Tel: Ian or Steve  
**(01702) 603996**

688661/CM

#### 1990 DENNIS DART,

Carlyle body, 36 seater, 15 standing, MoT Aug '97, 9m length

**£34,500 + VAT**

#### 1991 DENNIS DART,

Carlyle body, 40 seater, 17 standing, 10m length, MoT Dec '97

**£39,500 + VAT**

#### 1989 LAG PANORAMIC,

49-53 seater, lap belts, MoT Feb '98

**£52,500 + VAT**

Tel: 01703 663700

68702/CM

### Being Sold Due to Fleet Replacements

1991 MERCEDES 811. Alexander Service Bus (manual), 31 + 10 standees, double air doors, luggage pen, Telma retarder, MoT'd until Jan '98. First class vehicle inside and out

£28,000

1989 MERCEDES 811. Service Bus (manual), Reeve Burgess, wide bodied (London spec), 27 seat + 12 standees, luggage pen, Telma retarder, double air doors. This vehicle has just had full retrim and comes with re-conditioned engine still with 11 months warranty

£22,000

Both above can be fully viewed and inspected at our workshops.

Tel: Harte Buses  
Greenock  
01475 888390/787781

68717/CM

### DAF SB2300, PLAXTON PARAMOUNT 3200

1985, MoT Aug 97, tax June 97, 55 seats with seatbelts, radio/cassette/PA, curtains, good condition.

**£24,500 ono + VAT**

Tel: 0181 531 7854

**1982/3 DUPLE DOMINANT IVs & GOLDLINERS** on Leyland Tiger chassis. Semi-auto gearboxes, 12M, power doors, 51 seats. Choice of 3, various tests.

From £7,000 each.

**1982 DUPLE DOMINANT IV** on Volvo B10M chassis. Manual gearboxes, 12M, power doors, 46 seats and toilet.

£8,000

**1989 LEYLAND SWIFT REEVE BURGESS HARRIER Coaches**, 35/37 coach seats, power door, boot, re-panelled and painted white, full test, choice

£20,000 each.

Ring 01207 232718 (w)

01207 570719 (h)

(Co. Durham) 68751/CM

**1987 MERCEDES 609D.** 19 seats, tested January '98, seatbelts, in very nice condition

..... £12,000 ono + Vat

**1981 B58 AIR/LEAF Viewmaster**, 53 recliners, tested till June '97, tax May, seatbelts, good condition all round

..... £13,000 ono + Vat

**1989 B10M MARK 2 Paramount** Executive, 49 recliners, seatbelts, toilet, tea machine, drivers bunk, wired for TV and video, tested till November '97 ..... £65,000 ono + Vat

Part exchange for older Volvo possible

01740 620209 (County Durham)

68824/CM

### Who gives you the best deal?

This box will cost you  
**£30 + VAT in CBW**  
OR

Look at **Bus & Coach Buyer** for their offer of  
**£39.55 + VAT** for the same size.  
We'll look after you at CBW

01733 467147

Tel: 01733 467147

CBW  
Coach and Bus Week

Fax: 01733 467154

## Classified

THINK

SCANIA  
'97  
new model  
line upSEE THE  
FABULOUS,  
JORDAN F1  
RACING CAR  
Buffet lunch  
served  
12.00-4.00Selection of used coaches...  
immaculately prepared to  
our usual high standards

Scania Bus & Coach UK Ltd, open days 4th, 5th, 6th March 1997,  
Claylands Avenue, Worksop S81 7DJ Tel: 01909 500822 Fax: 01909 500165  
Each person attending will be entered into a prize draw - a weekend at the  
Jim Russell Racing Drivers School

THINK...



SCANIA

Scania Bus and Coach UK Limited

## BEDFORD

1980 BEDFORD YMT  
DOMINANT IICherished plate, 53 seats, MoT  
July 97 £4,5001979 BEDFORD YMT  
DOMINANT IICherished plate, 53 seats, MoT  
Feb 97 £4,500Both vehicles are in exceptional  
condition including seats, floor,  
panels, boot, paintwork and tyres,  
only for sale due to fleet reduction.

01362 860236

68826/BE

## BOVA

## BOVA FUTURA

1984, new test, 2 monitors,  
video, coffee machine, double  
glazed, Hi-liner, large DAF  
engine, wheel discs, all new  
tyres, excellent condition

£29,995

take any article in part ex with cash

Telephone:  
01702 230240

68735/BOV

## DAF

## DEAL OF THE MONTH!

1990 DAF SB3000,  
Caetano Algarve, 49 seats,  
full exec, low mileage, rear  
toilet, radio / PA / cassette,  
and all usual extras, full  
MoT, and tax if required.

£62,500

£52,500

Tel: 01254 260561

68736/DAF

DAF JONCKHEERE  
BERMUDA 198249 recliner seat executive  
coach with TV/video, toilet,  
tea machine, courier seat,  
re-conditioned gearbox fitted  
17/12/96, clean coach, selling  
due to Oto replacement.

£18,950 ono + VAT

01228 810387

687785/DAF

BEDFORD PJK PLAXTON - 1981, 29  
seats, power door, MoT Oct., £3,000 +  
VAT. Tel: Nottingham (0115) 963 3894.

68801/BE

BEDFORD YMT DOMINANT II, 53 seats,  
1979, 1 owner from new, £2,500 + VAT  
ono. Tel: 0181 5694399 Prairie Coaches  
Ltd.

68813/BE

TO ADVERTISE in  
Classified Products and Services  
call Michelle on 01733 4671461988  
BOVA FUTURA

MoT Jan '98.

49 seat executive.

Toilet, video, fridge,  
hot drinks, boiler  
and all usual Bova extras.  
EXCELLENT CONDITION.£59,000 ono + VAT  
KINGS COACHES  
01206 210332

68802/BOV

1992 J SB3000, full spec Caetano  
Algarve, 49 seats, full MoT, used on our  
own tour programme only, immaculate  
condition. £85,000 + VAT. Fitzcharles  
Coaches - 01324 482093.

66640/DAF

89 DAF SB 3000 LAG PANORAMIC ZF 6  
speed gearbox, 49 R+C, video/monitor,  
radio / PA / cassette, drivers bunk, drinks  
machine, refrigerator, continental door and  
centre sunken toilet. FOR VIEWING OR  
FURTHER INFORMATION ON THIS  
VEHICLE PLEASE CONTACT SCANIA  
BUS & COACH UK LTD, 01909 500822.

687265/DAF

## HARRIS COACHES

1993 'K' DAF

## SB3000/VAN HOOL

48 seat, air conditioned, fully Auto.  
Executive, Continental exit, toilet,  
drinks, courier, very good condition  
throughout, choice of two identical  
vehicles with long MoT's.

£112,000 ovno

Contact Frank Harris  
01708 864911 or 01375 396688

68704/DAF

## DAF

### 1982 MB200 PLAXTON SUPREME VGT

51-seater, courier seat, toilet, power door, side lockers, ZF splitter, FSH, recon engine, clutch, MoT Nov '97

**£15,500 ono + VAT**  
Tel/Fax: 01702 540456  
Essex

68708/DAF

## DENNIS



### DENNIS 290 GX

Reg 11/95

Plaxton 350 Premiere, 49R, toilet, DG, video, curtains, Continental door, seat belts, low mileage.

MoT 11/97.

We require to increase our fleet.

1 or 2 quality PX's considered.

**£130,000 or Offers**

Tel/Fax: 01698 275642

68728/DE

**1990 G JAVELIN**, ZF manual Duple 320, 53 recliners, radio/PA, seat belts, servery, toilet, cont door, curtains, Webasto and Telma retarder, tested February 1998, very clean vehicle £47,500 + VAT. Tel: 0161 223 2035.

68852/DE

## DOUBLE DECKER

**Routemasters, AEC engine, 60 + 64 seats, original LT specification, varying tickets.**

**£7,000** + VAT inc tyres

Tel: 01923 202045

68814/DD

## DOUBLE DECKER

### FLEETMASTER BUS & COACH LTD

Authorised Distributor for East Lancs Coachbuilders

#### DOUBLE DECKERS

##### 1981/2 LEYLAND ATLANTEAN AN68

72-75 seats, single entrance. Northern Counties & Roe. PSV tested.

Prices from: £4,500

##### 1980/1 BRISTOL VR Mk III

Gardner 6 LXB engines, ECW low height, 74 seats, PSV tested.

Prices from: £4,500

#### FULL LISTINGS ON REQUEST

Steve Swain

Tel: 01403 276222 Fax: 01403 275888

68039/DE

## FORD

**FORD R1114 DOMINANT II**, 53 seater, 1980, 10 months MoT, very clean £3,000 ono + VAT. Tel: 01204 795693. 68045/FO

**NEW FORD** 8 seat + driver, belted and carpeted. Also 14 and 16 seater PSV available now + 90 Transit 13 crew bus, diesel, low mileage. Tel: Blythwood on 0141 221 3165 or 0141 639 6107 (eve). 68815/FO

## LEYLAND



### Leyland 698 Reeve Burgess

1986, 30 seats or 12 wheelchairs with Linwell Hideaway lift, tinted windows, Everspacer heating, radio/cassette, power door. All owned from new, low mileage, new MoT, choice of 3

£6,500 + VAT

### PATTERSONS COACHES

West Midlands 0121 471 2000

68046/LE

**1979 LEYLAND LEOPARD**, semi auto, 53 seats, MoT Nov 97, reliable contract vehicle, well maintained, £4,000 + VAT. Tel: 01394 284150 Suffolk. 68713/LE

**1978 LEYLAND NATIONAL** 10m, 41 seater with luggage pen. Totally refurbished with coach seats and headrests, professional stereo system etc, full PSV MoT until 24.10.97. £7000ono. Tel: 0181 467 4431. 68809/LE

**LEYLAND LEOPARD S/A** 53 seats, 1981, long MoT, excellent condition, used on tours. Tel: 0831 265 979. 68803/LE

**1991 PP LEYLAND LEOPARD**, Willowbrook service bus, re-body, 48 seats, Diptac, features GMPTE category 2 specification, 48 seats and 21 standees, test February 1998. £13,950. Tel: 0161 223 2035. 68853/LE



#### Pre-owned coaches

**1994 - VOLVO B10M PLAXTON EXCALIBUR**

50/53 reclining seats with arm rests, Telma retarder, fully carpeted, radio and PA system, wood veneer, curtains.

**1990 - VOLVO B10M PLAXTON PARAMOUNT 3500**

53 reclining seats with arm rests, Telma retarder, rear emergency door, Webasto, courier seat, double glazing.

**1988 - VOLVO B10M VANHOOL**

49 reclining seats with arm rests, centre continental door, centre fixed toilet, radio and PA system, courier seat, Telma, double glazing.

**1992 - VOLVO B10M PLAXTON PREMIERE 350**

50/53 reclining seats with arm rests, Telma retarder, rear continental door, fully carpeted.

**1990 - VOLVO B10M PLAXTON PARAMOUNT 3500**

51 reclining seats with arm rests, Telma retarder, rear saloon toilet, rear emergency door, Webasto.

**1993 - VOLVO B10M JONKHEERE**

50/53 reclining seats with arm rests, Telma retarder, courier seat, radio & PA system, Moquette to roof, double glazing, rear continental door.

**1990 - DAF 12/290 BOVA FUTURA FHD**

55 seats, courier seat, double glazing curtains.

**1989 - DAF MB230 VANHOOL ALIZEE**

51 reclining seats with arm rests, centre continental door, centre sunken toilet, Moquette to roof, double glazing, radio & PA system.

**1986 - DAF MB200 DUPLE CARIBBEAN II**

53 reclining seats with arm rests, Moquette to roof, rear continental door.

**1988 - DENNIS JAVELIN PLAXTON PARAMOUNT 3200**

49 reclining seats with arm rests, courier seat, rear sunken toilet, rear continental door, Telma retarder.

**1996 - DENNIS JAVELIN 240 PLAXTON PREMIERE 320**

53 reclining seats with arm rests, courier seat, rear emergency door, fully seatbelted.

**1992 - LEYLAND TIGER 290 PLAXTON PARAMOUNT 3500**

49 reclining seats with arm rests, rear sunken toilet, rear continental door, double glazing, courier seat, Telma retarder.

★Triple Choice Diamond plan now available on selected used vehicles

★Rental options also available

Call 01909 551166 for further details NOW!

Kirkby Coach & Bus, Crossroads, Anston, Sheffield S17 7ES

CHOICE ★ QUALITY ★ VALUE

**COACH INDUSTRY AWARDS**

**1995 1996 1997**

**Volvo. Coach of the Year for the third consecutive year.**

**B10M**

**Talk to your pre-owned Volvo coach specialist for an award winning deal.**

**Kirkby Coach and Bus Ltd**  
**Yeates Coach and Bus Ltd**  
**The Moseley organisation**

Sheffield	01909 551166
Loughborough	01509 217777
Airdrie	01236 750501
Pontefract	01977 609000
Taunton	01823 324926
Bracknell	01344 861787
Coalville	01530 263333

**AVE Berkhof**  
**Salvador Caetano (UK) Ltd**

**VOLVO**

## LEYLAND

### CHOICE OF 8

#### LEYLAND NATIONAL Mark I

All excellent condition, new or recent MoT.

**£4,000 + VAT**

(Tyres excluded)

**Tel: 0151 523 3118**

68767/LB

### FOR HIRE

#### KIRKBY Rentals

OUR FLEET OF NEW RENTAL  
VEHICLES INCLUDES  
VEHICLES WITH

- 49 seats/ washroom
- 53 seats
- Seat belts
- TV/video
- Drinks

### COMING SOON! Air conditioning

Why not secure a vehicle  
for 2-3 seasons with  
summer/winter hire?

Call Stuart Smith on:  
**01909 551166**  
**NOW!**

Kirkby Rentals  
Crossroads, Anston  
Sheffield S21 7ES

68496/FH

### CHOICE ★ QUALITY ★ VALUE

### MINIS & MIDIS



#### RENAULT DODGE 1988, Perkins Phaser II

28 seats/12 wheelchairs, with Linwell  
hideaway lift, Everspacer heating and  
power door. Low mileage, new MoT.

CHOICE OF SEVEN  
**£6,500 + VAT**

PATTERSONS COACHES  
West Midlands  
**0121-471-2000**

68047/MB

1994 (M) RENAULT MASTER, luxury 16  
seater, seatbelts, Cymric conversion, low  
mileage. Choice of 2, £13,500 + VAT,  
Swansea. Tel: 01792 894136. 68685/MB

F RENAULT MASTER, LWB, luxury  
seats, wheelchair ramp, part exchange to  
clear, £2,495 - JAG 0121 502 2252.

67503/MB

## MINIS & MIDIS

### HOLLOWAY COMMERCIALS

J10 M6 ☎ (01902) 636661 FAX: (01902) 609476



F 89  
MERCEDES 609D  
24 seats with belts, power steering, front  
entry, side skirts, luggage racks, good  
condition  
**£12,995 + VAT**  
Lease/Buy from £65 pw



21 seats, front entry, power steering, seat  
belts, high back seats, very tidy vehicle  
**£10,995 + VAT**  
Lease/Buy from £55 pw



TOYOTA OPTIMO  
9 seater, power door, exceptional  
condition for year, velour interior,  
aircon, a nice coach for only  
**£10,995 + VAT**  
Lease/Buy from £55 pw



M reg  
MIDI DIESEL  
8 seater, finished in blue, power steering,  
electric windows, choice of 3, one blue, two  
white, good condition and value for money  
from  
**£7,995 NO VAT**  
Lease/Buy from £40 pw



G90 OPTIMO  
21 seater, 6 cylinder turbo, full luxury spec,  
a credit to its former owner, finished in white  
in superb condition  
**£19,950 + VAT**  
Lease/Buy from £85 pw



F 88 OPTIMO  
6 cylinder turbo, executive, 16 reclining  
seats with tables, lamps, video, drinks,  
fridge, Caetano's 88 show vehicle, metallic  
paint, simply stunning  
**£19,950 + VAT**  
Finance from £85 pw



92 TOYOTA OPTIMO II  
Choice of 16-21 seat layout, 6 cylinder  
turbo, full luxury specification, PA, stereo,  
tables, full service history, mint condition.  
Only one remaining  
**£32,950 + VAT**  
Finance from £136 pw



N 95 LDV 400 DIESEL  
Luxury 16 seat Mini-coach. Brand new conversions.  
Lowered front entry step, high back moquette seats  
with 4-point inertia reel belts, luggage racks, roof vent,  
tinted panoramic metal framed windows, steel box,  
re-inforced side frames, 6-speaker stereo, full COIF.  
**£16,995 + VAT or finance from £75 pw**  
**ALWAYS AVAILABLE  
READY TO GO**



H REG MERCEDES 410D  
15 seat front entrance luxury minibus, high back moquette seats, seat belts,  
COIF, finished in white, very good condition  
**£12,995 + VAT**  
Buy/Lease from £65 pw

### HOLLOWAY COMMERCIALS

J10 M6 ☎ (01902) 636661 FAX: (01902) 609476

68752/MM

# Houston Ramm

## MERCEDES 811Ds AVAILABLE NOW!

1991 J Mercedes 811D Reeve Burgess Beaver buses, 28 seats plus 12 standees but will reseat to 33, wide entrance, automatic gearboxes with retarders, attractive grey/yellow/multicolour chevron moquette, Purmo heating, Diptac rails/bell pushes, very good condition, choice of four.

## COACH SEATED VEHICLES JUST ARRIVED

1990 G Freight Rover 20-seat coach, Carlyle Mark II bodywork, Isuzu 2.8 litre diesel engine with soundproof pack, 5-speed gearbox, blue/grey moquette coach seats, power door, resprayed in brilliant white and ready NOW, excellent motorway performance, one only, £6,995.

1987 D MCW MetroRider 23-seat coach, Perkins 6-litre Phaser with Allison AT545 gearbox, 23 luxury coach seats in attractive grey/blue chevron pattern moquette with matching moquette centre roof panel, luggage racks, power door, repainted, being MoT'd and resprayed, certified seat-belts to all passenger seats, uniquely durable and versatile midicoach, this week's star buy at just £8,495 fully inclusive in YOUR LIVERY - if you're quick!

1977 PP Bristol LHS Plaxton Supreme, 30 retrimmed Plaxton Relaxa reclining seats with armrests, soft trim to centre roof, power door, gangway carpet, Supreme IV front, seat belts, refurbished by us in 1996, unique vehicle at just £5,995.

1991 H Iveco 49.10 "New Generation" TurboDaily, Phoenix Mark II bodywork, 5-speed manual, power steering, 23 or 25 seats, power doors, luggage pen, Diptac handrails and bell pushes, Purmo saloon heating, just three left, outstanding condition and value, £12,495 each.

1989 G Freight Rover Sherpa 20-seat buses, power doors, beige/orange seating, calibrated tachos, recently resprayed in attractive orange/white livery, matching pair, £5,495 each.

1989 F Mercedes 609D Reeve Burgess 20-seat bus, power steering, manual gearbox, 6 standees Diptac rails, saloon heating, beige/orange interior, price includes full preparation and respray in brilliant white, AVAILABLE NOW, £11,495.

1990 G Iveco 49.10 TurboDaily, Robin Hood/Phoenix bodywork, 5-speed manual, power steering, 23 or 25 seats, power doors, luggage pen, resprayed in brilliant white, new MoT, AVAILABLE NOW, one only, £7,995.

1988 E Renault S56 Mark II Northern Counties 25-seat bus, automatic gearbox, coachbuilt front, fawn/multicolour interior, power steering, disc brakes, just one left at £4,995.

1988 E Renault S56 Mark II Northern Counties 27/29 seat buses, 6 standees, coachbuilt front, disc brakes, automatic gearboxes with retarders, attractive grey/red/blue interiors, power steering, luggage pens, just two available, very rare with this seating capacity, £5,495 each.

1988 E Iveco 49/10 TurboDaily, Robin Hood bodywork, 5-speed manual, 23 or 25 seats, power doors, luggage pens, limited choice, price includes all usual preparation plus a fully reconditioned engine with 12 months unlimited mileage warranty, just £6,495 each.

1988 E Freight Rover Sherpa 20-seat bus, 5-speed manual gearbox, 20 seats, power doors, red/grey interior, excellent value, one only, £3,495.

1987 D MCW MetroRider MG150/3 Midibuses, 23 seats, Diptac handrails, Perkins 6-litre/Allison 4-speed gearbox, power steering, power door, attractive red patterned moquette seating, full soft trim interior, extra ventilators, saloon heating, very good specification. Choice of three only, £6,995 each.

1985 B Iveco 79.10 minibus transporter and recovery truck, reconditioned winch, extra ramps, mechanically very good, tidy condition, MoT 5/97 but will re-test, £3,995.

All the above prices include our full preparation package, comprising a new PCV MoT, full mechanical inspection and report with defects rectified, and all necessary body repairs and repainting. Trade-ins are welcome, and we can offer finance for any vehicle in stock, subject to status. Many of the above vehicles can be purchased at much lower prices with current MoT's prior to being prepared - for example, Renault S56 Mark II's (disc brake model) with long MoT's are available from £3,500. Phone for full details.

## SPECIAL VALUE - DRIVE AWAY TODAY!

1987 D Dodge S56 23/5 seater bus, Reeves Burgess bodywork, MoT May, 5-speed manual gearbox, power steering, Phaser engine, drives beautifully, resprayed in brilliant white, trade-in bargain at just £2,995.

1986/7 D Freight Rover Sherpa 20-seat buses, Dormobile and Carlisle bodies, power doors, choice of four, some with recent tests, prices from £1,195 to £1,795.

1983 Y Mercedes 508D 19-seat coach, Devon conversion, brown/tan interior, luggage racks, large luggage boot area, very long MoT, £1,995.

## EASY TO FIND - EASY TO VIEW - EASY TO BUY

Our 15,000 square foot workshops incorporate mechanical, body and paintshop facilities, so that any vehicle can be prepared to your specification, using our own staff and facilities. We can include seat-belts, signwriting and other finishing work in an agreed financed package, using some of the largest and most reputable finance companies in the UK. Phone us now for expert and honest advice!

We are easy to find, just 3 minutes from Junction 20 of the M62, North of Manchester. We are open all day Saturday, with viewing on Sundays by prior arrangement.

**24-hour Sales Hotline:  
Rochdale (01706) 750570**

## PLAXTON

Coach & Bus

Eastfield Scarborough YO11 3BY  
Telephone 01723 581500  
Fax 01723 581328

## NEW BUSES

**Mercedes Beavers** (27 - 31 Seats) .... **IN BUILD**  
Choice of Manual or Automatic

**Mercedes (0810D) Beaver 2** (23 - 31 Seats) .. **EARLY MARCH**  
All Air Suspension - Choice of Manual or Automatic

**Dennis Dart SLF Pointers** (37 - 43 Seats) .... **IN BUILD**  
**Dennis Lance Paladin** (49 Seats) .... **IMMEDIATE**

## EX DEMOS

**Mercedes Beaver - Manual** (27 Seats) .... **IMMEDIATE**

**Volvo B6 Pointer** (40 Seats) .... **IMMEDIATE**

**Volvo B6 LE Pointer** (36 Seats) .... **IMMEDIATE**

**All Available For Viewing At  
PLAXTON SMALL BUS DIVISION ANSTON**

## For The Best Deals Around

Phone Rick Betton on 01909 551166 or 0831 860943

Or Speak To Your Area Sales Manager Direct

- Nigel Gamble 01723 581500 or 0836 517575
- John Bell 01705 252138 or 0831 860942
- Frank McGhee 01942 212135 or 0860 147358

## CONCEPT COACHCRAFT

**MERCEDES 412 SPRINTER**, 16 seat, high spec, independent heater, 4 point belts, with or without wheelchair, lift etc, ALWAYS IN BUILD

**MERCEDES 412 SPRINTER**, 16 seat, high spec, O/S emergency door, independent heater, 4 point belts, IN STOCK AND IN BUILD

**FORD TRANSIT 230**, 16 forward facing seats, Hi roof, LWB, parcel racks, 4 point belts, FOR IMMEDIATE DELIVERY AND IN BUILT, also wheelchair access

**NEW LEYLAND DAF CONVOY**, high roof, luxury conversion, 16 high back seats, lap and diagonal belts ..... **From £19,850**

**NEW MERCEDES VITO**, 8 seat taxibus, stock and build ..... **POA**

Tel: 0161 406 9322 (Daytime)  
0161 456 9747 (evenings and weekends)

88722/MB

## FOR SALE

**N reg LDV**, diesel, hi-top, new conversion to 16 seats, PSV test, moquette seats, seatbelts, finished in white, full spec ..... **£11,250**

**M reg LDV**, diesel, hi-top, new conversion to 16 seats, PSV test, moquette seats, seatbelts, finished in white, full spec ..... **£10,450**

**L reg FORD TRANSIT**, 15 seats, new conversion to PSV spec, diesel ..... **£8,995**

**J reg SWB DIESEL TRANSIT**, 8 seater, front loader, newly converted ..... **£5,995**

## WAITING FOR CONVERSION

**N reg LDV**, hi-top, diesel, choice ..... **from £11,250**  
**CONVERSION TO CUSTOMER SUPPLIED VANS**

**LEYLAND DAF**, conversion for 17 seat ..... **£2,599**

**FORD TRANSIT**, long wheelbase, 14 seat ..... **£2,400**

**FORD TRANSIT**, short wheelbase, 12 seats ..... **from £1,950**

**TEL: A-LINE 01600 772556**

68718/MB



**MERCEDES PRO-TECT and AX-S.**

Our latest range of wheelchair accessible and safety buses now includes the Mercedes Benz 711D. All have full safe passenger cells and certified seating.

**SHUTTLE RANGE.**

From 8 to 14 passengers with options for genuine wheelchair access, our range of smaller luxury transporters are economical and truly exotic.



**TAXI and TAXI BUS.**

Jubilee invented the 8 seater Taxi Bus concept and now offer an amazing array of 7 and 8 seater private hire and full twin door Hackney accessible Taxis.

\*\*\*\*\*  
★ CRASH TESTED SEATS & BELTS. Jubilee were the first independent company to carry out testing on seat and seat belt anchorage with Lloyd's of London Accreditation. We are the experts. \*\*\*\*\*



**QUALITY and LUXURY.**

All Jubilee vehicles are finished to the very highest standards in the UK today. We have never built mundane vehicles and our quality is unsurpassed.



**SERVICE and STAGE CARRIAGE.**

Our range of modern service buses and Dial a Ride buses encompass many new DpTAC features offering modern, easy to operate units at affordable prices.



**AMBULANCE RANGE.**

Patient transfer High dependency and Dual Role. Options include lowering suspension, hidden ramps and chairlifts.



**RENAULT MASTER.**

Whether it's an executive 15 seater with luggage or a simple contract bus, we absolutely guarantee that no one builds it better than Jubilee.



**For instant Telephone quotes**



**MERCEDES PRO-TECT and AX-S.**  
Our latest range of wheelchair accessible and safety buses now includes the Mercedes Benz 711D. All have full safe passenger cells and certified seating.

**TAXI and TAXI BUS.**

Jubilee invented the 8 seater Taxi Bus concept and now offer an amazing array of 7 and 8 seater private hire and full twin door Hackney accessible Taxis.

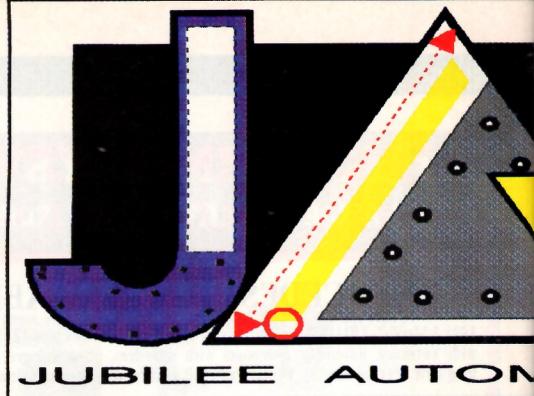
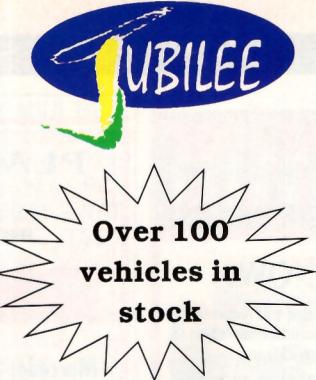
**QUALITY and LUXURY.**

All Jubilee vehicles are finished to the very highest standards in the UK today. We have never built mundane vehicles and our quality is unsurpassed.

**AMBULANCE RANGE.**

Patient transfer High dependency and Dual Role. Options include lowering suspension, hidden ramps and chairlifts.

**For instant Telephone quotes**



**The UK's No 1 quality vehicle builder - The 2**

**7/8 SEATERS - TAXI & TAXI BUSES**

We invented the 8 seater TAXI BUS and now offer a huge range of both New and Used 6 to 8 seater vehicles for either Private Hire or Hackney. We also offer a full range of new luxury Taxi Bus conversions on late, low mileage, used vehicles. Whether you buy out right or opt for one of our finance or lease deals; we simply cannot be beaten for quality or price.

**P FORD JUBILEE Euro-Cabs and 8 SEATER TAXI BUSES.** Choice of colours and spec. Hackney and Private Hire. The ultimate 8 seater luxury cab from only £14,995 or £69 per week.

**P LDV NEW PILOT.** Luxury 8 seater taxi bus. Diesel. Options for luggage and wheelchair access. Unbeatable value for money. In stock now from only £11,995 or £56 per week.  
**P FIAT SCUDO 1.9 D or 1.9 TD.** Ultra modern new Taxi or Taxi Bus. The best looking and most wheelchair friendly 7 seater on the market. From only £14,795 or £69 per week.

**P NISSAN 2.3D.** High specification. 6 and 7 seater Taxi and Taxi Buses. Choice of colours. Twin side door, drivers partition, all hackney options from only £13,795 or £65 per week.  
**P PEUGEOT BOXER/ FIAT DUCATO Diesel.** Luxury Hi volume taxi buses. Bags of room for luggage and fully wheelchair accessible options. Superbly practical £14,495 or £65 per week.

**P NISSAN 2.3D Luxury Taxi.** 1000 miles only. Fully loaded. Finished in unmarked red paint work with luxury grey trim. SAVE OVER £1500. Ready to go. £15,795 or £69 per week.

**N FORD Diesel.** Luxury Jubilee 8 seater Taxi Bus. Front luggage pen. M2 luxury seats + belts. Wheelchair tracking. A professional piece of kit for just. Buy, finance or lease £13,995.

**N FORD TORNEO Luxury 8 Seater.** Diesel. Finished in unmarked bright red coachwork with full Ford luxury Torneo trim and seating. NO VAT. Buy, finance or lease £15,495.

**M FORD TORNEO Turbo Diesel.** Luxury 8 seater. Finished in metallic silver. Semi hi top. Luxury trim and seating. Air Con. Automatic box. NO VAT to pay £13,995.

**M FORD Diesel 8 Seaters.** M2 seat belts. Head rests. Luxury cloth trim. Wheel trims. Choice of 5 super vehicles in various colours. Buy, finance or lease from £11,995.

**M VOLKSWAGEN CARAVELLE Diesel Automatic.** Luxury 8 seater. Elec windows, central locking, luxury seats and trim. NO VAT to pay. Buy, finance or lease £13,995.

**M PEUGEOT/ FIAT BOXER/ DUCATO Diesel 8 Seater Taxi Buses.** Choice of specs including full lux trim with M2 hi back seats + belts with wheelchair access. From £11,995.

**L RENAULT Diesel 8 Seaters.** Choice of 4. Including full luxury trim with front luggage pen. M2 hi backed seats and wheelchair access. From just £8995 or £44 per week.

**H VAUXHALL Midi LWB Hi Roof.** Low recorded mileage, finished in unmarked red coach work. Wheelchair lift, tracked seating. Superb throughout. £8995.

**J NISSAN Taxi Bus.** Luxury 7 seater with seat belts. 2.0 Diesel. Excellent condition. Unbeatable value for money. Finance, Lease or buy. NO VAT £5995.

**J VOLKSWAGEN CARAVELLE.** Diesel. Luxury 8 seater. Immaculate condition inside and out. Full luxury trim. Rare opportunity. Private disabled owner. NO VAT. £9995.

**JUBILEE OFFER THE FINEST SELECTION OF 7 OR 8 SEATERS IN THE UK**

**9-16 SEATERS - MINI COACHES & BUSES**

Whether it's a used Minibus or a brand new high specification luxury Midi coach, you simply cannot do better than visiting Jubilee. Our range of vehicles and finance/lease options set us apart.

**P LDV NEW CONVOY Diesel.** 16 seater Conveyor (Economy Spec) and full luxury Cruise master specifications. Over 50 different specs available from £18,995 or £89 per week.

**P RENAULT MASTER EXECUTIVE CRUISEMASTER.** Luxury hi roof 15 passenger mini coach with rear supa boot and under floor luggage + TV/Video option. READY NOW £24,995.

**P LDV CRUISE MASTER.** Front entry, low entry step, hi line windows, luggage racks, rear heater, full PCV spec. Ready NOW. Buy, lease or finance £22,995.

**P IVECO FORD 49-10 TD.** New Euro 2 luxury 16 seater Executive Pullman Coaches. Huge rear boot. Coach door. Full size executive seats. Coach trim. Prices from £33,995.

**P MERCEDES BENZ SPRINTERS.** Luxury 16 seaters. Front entry with dropped entry step. Also 12 and 14 seater options available. Various specs and options. From £24,995.

**N FORD TRANSIT Diesel Hi Tops.** Choice of seating options asnd specifications. Please call for details.

**M LDV Hi Top Luxury 16 Seater Mini Coach.** New hi spec Jubilee conversion. Front entry, low entry steps, luggage racks, heater, COIF. Choice from £15,995.

**M LDV Hi Top Diesels.** Choice of 3 with M2 seat belts, head rests, lux cloth trim. Low recorded mileages. Ready now from just £13,995 or £69 per week.

**M LDV 16 Seater Diesel Mini Buses.** Luxury cloth trim. Choice of 4 super buses including full lap/diag seat belt, M2 seating etc. Unbeatable value from just £12,995.

**M FORD TRANSIT Diesel 12 Seater Mini Buses.** Luxury trim with M2 seats and belts. Choice of specs and colours from only £11,995 or £60 per week.

**M FORD TRANSIT Diesel 15 Seater.** 15 seater, auto, LWB, M2 seatbelts, choice of 3, from £12,995.

**M FORD TRANSIT 15 Seater Diesel Semi Hi Tops.** Choice of specs and options. Also full hi tops. There are 6 super vehicles to pick from. Ready to go NOW. Buy, finance or lease.

**K LDV Turbo Diesel.** Super Luxury 16 passenger executive mini coach including full coach rear end, tables, reading lights, skirts and much, much more £13,995.

**K LDV 400 Hi-roof Diesel.** Luxury 16 seater, front entry minicoach, hi-back coach seats, lux trim, low recorded mileage, only £11,995.

**K RENAULT Master Diesel.** Luxury 14 or 16 seater mini coach. Low recorded mileage, luxury coach trim and seating, beautiful condition. Ready to go £13,495.

**K FORD Hi Top Diesel.** 7 seater with rear floor to ceiling luggage pen. Luxury M2 crash tested seats, 4 point belts, head rests. Very low recorded mileage £11,995.

**J LDV Diesel 16 Seater Mini Buses.** Choice of 2 in super condition. Seat belts, semi hi backed seats. READY TO GO. From only £7995 (Buy or finance).

**H LDV Turbo Diesel 16 Seater Mini Bus.** Super condition. Very clean low mileage example - all finance options available. £7995.

**MANY MORE VEHICLES IN STOCK**

**SALES HOTLINE 0121 5**

Visit our showroom & sales s



UK's No 1 supplier of mint condition used buses

### 17-24 SEATERS BUSES + COACHES

Over the years, Jubilee have produced some of the finest Executive Midi Coaches on the road today. Attention to detail, superb design features and stylish good looks afford our customers the privilege of standing out from the crowds in a competitive market place.

Just a few examples:

**P IVECO FORD 49-10 TD** Conveyor 19 seater contract midi bus. Hi-back seats, power door. Small rear boot, lap belts and much more for just £27,995 or £131 per week

**P IVECO FORD 49-10 TD.** Executive Pullman 19 seater. IN STOCK NOW. This superb midi coach is beyond compare. It has the lot. £35,995 or just £178 per week

**P RENAULT MESSENGER B110 TD.** 18 seater midi bus and midi coach range. Extra rugged construction. Choice of specifications from £28,995 or just £139 per week

**P MERCEDES BENZ 611 TD** luxury 19 seater midi coach. Full sized M3 coach seats. Options for plug door, skirts, air con, TV, from £37,995 or just £187 per week

**P MERCEDES BENZ 711 TD.** Super luxury 24 seater with rear boot. This is simply the best executive midi coach in the UK. All options. From £44,995 + VAT

P SERVICE BUSES AND STAGE CARRIER. Jubilee cover a full range of Mercedes and Iveco Ford vehicles. Please give us a call with your requirements. IF IT'S QUALITY, DURABILITY AND STYLE YOU WANT - IT HAS TO BE JUBILEE!

### FINANCE AND LEASING



As Licensed Credit Brokers. Jubilee can offer an extensive range of finance and leasing plans tailored to the individual requirements of our customers.

Our finance lease plans offer the advantage of low low outlays or even NO DEPOSIT, with your part exchange covering the full amount. Add to this 100% TAX RELIEF and you can see why many of our long term customers come back for more and more.

PLEASE ASK FOR AN INSTANT COMPUTER GENERATED QUOTATION.

**Plus - WE ARE SO EASY TO FIND**

Just 1 mile from Junction 9 of the M6 and 3 miles from Junction 1 of the M5

SO WHY NOT COME ALONG AND SEE US... YOU'LL BE GLAD YOU MADE THE EFFORT!

# JUBILEE

Over 100 vehicles in stock



### IVECO 49-10 EXECUTIVE PULLMAN.

Either 16 passengers with a huge boot or 19 passengers and a small boot. This superb value for money range of luxury mini coaches is unbeatable.



### PRO-TECT RANGE.

Over 40 safety features including: Full roll over cage, twin impact bars, crash tested seats and belts, USA safety spec, fire systems etc, etc.



### MERCEDES LUXURY COACHES.

From 12 to 24 passengers with options for plug door, crash tested seating and belts, TV, video, air con, PA systems. Luxurious and stylish.



### AX-S for WHEEL-CHAIR ACCESS.

For several years now we have been recognised as the market leaders in producing wheelchair access vehicles which afford style and dignity to all.



### RENAULT B110 MESSENGER TD.

This superb vehicle accommodates up to 19 passengers or 16 with an enormous boot. It is also ideal for wheelchair access carrying up to 10 wheelchairs.



### CONVEYOR RANGE.

If you demand quality but insist on economy our Conveyor range is for you. Designed to offer stylish simplicity. The ideal bus for local contracts.



### CRUISE-MASTER RANGE.

Our superb 14-16 seater mini coaches are seen everywhere in the UK. These are the vehicles which set you aside from the pack. True quality and luxury.



### LIBERTY MOBILITY RANGE.

Jubilee now offers the widest choice available for individual wheelchair access vehicles with over 200 specs and options on offer.

\*Vat is applicable on all prices

# 12 2252 (12 lines) or After Hours 0973 179235

12 - Woden Road South, Wednesbury, West Midlands WS10 0NQ





## MINIS &amp; MIDIS



Order your new Auto Bus Classique  
16/33 seater NOW!

**AUTOBUS**

1995 MERCEDES BENZ 814D Autobus Classique, 29 seats, express power door, lap and diagonal belts, rear boot, radio/PA, 58,000 miles, tested Jan 98	£42,500
1991 DAF 400 DIESEL, h/roof, luxury 16 seater, lap belts, test Feb 97	£8,250
1990 RENAULT TRAFIC Diesel, 11-seater, s/door, belts, test Oct 97	£3,500
1989 (G) MERCEDES-BENZ 308D, Diesel, 14-seater, h/roof, s/door, lap belts, test Sept '97	£7,500
1987 (E) FREIGHT ROVER Crystals 16-seater, h/roof, tested, repainted white	£3,750
1987 TALBOT EXPRESS, diesel, MTM, 14 seater, belts, test April 97	£2,750
1984 MERCEDES BENZ 307D REEVE BURGESS, 12 seater, PSV, but has class V test, 1997	£2,000
(K) REG FORD TRANSIT DIESEL, new generation, 15 seater, belts, test Sept '97	£10,200
NON-PSV	
1990 (H) FORD TRANSIT, petrol, factory 15 seater, test Jan 98	£4,950
1988 FREIGHT ROVER 200 DIESEL, 8 seater, new engine, Dec '96, MoT Feb '97, quick sale	£1,750
1982 BEDFORD CF MINIBUS, good condition, quick sale	£550

Tel: (01234) 740057 (Bedford) or (0831) 372763 FRANK CHANDLER 24 HRS  
CHRIS CHANDLER 0378 446865 (Mobile)

Vehicles Bought, Part Exchange and HP

68701/MB

1988 MERCEDES 609D, 24 coach seats, Robin Hood conversion, boot, lap belts, tested Feb 1988. Good condition. £11,000 + VAT. Phone 01274 497218.

68727/MM

1980 MERCEDES 207D, 12 hi-back seats, tested to April 97, bodywork fair, mechanically sound. £1,200 + VAT on. Tel: 0114 275 4838.

68772/MM

CAN YOU READ THIS....SELLING YOUR UNWANTED VEHICLE?? Then remember that CBW is the only magazine that is fully requested and PAID FOR (interesting to note that the UK Coach and Bus Industry chooses to pay for CBW despite there being free competitors!). For how CBW can help you, call Neil on 01733 467147.

## MERCEDES

**1986  
MERCEDES 608D**  
Alexander body, 19 D.P. seats, power door, choice of MoT  
**From £3750 + VAT**  
**Tel: 0141 889 0811**

68656/ME  
MERCEDES 410D. 1994 (L), 15 seat luxury minicoach, Dealer serviced, 3 point inertia seat belts, many refinements, excellent condition. £18,950 ono + VAT. Tel: 01522 810262.

68745/ME

'96 MERCEDES 814D, Crystals coach-built, 31 coach seats with Diptac poles and large swivel door, soft trim, under 50,000K, this is a genuine dual purpose vehicle, like new, £49,000 ono, part ex welcome. Tel: Blythswood Motors on 0141 221 3165 or 0141 639 6107 even. 68819/ME

MERCEDES SERVICE BUSES WANTED FOR CASH, available now manual + auto with new Diptac, 300mm + floor height, 29 + standees, also 33 + 12 standees, auto + Telma, choice of bodies. Tel: Blythswood Motors, Glasgow on 0141 221 3165 or 0141 639 6107 evenings.

68817/ME

MERCEDES COACH SPEC WANTED FOR CASH, all sizes for sale coach spec, 37 seat 814L plus 33 seats 814, forced air, plus 29 and 25 seat 711 turbo, in stock now, 611 + 711 turbo conversions for 24 seat p/door, large boot available now, with 611 turbo w/chair/24 coach seats or 6 wheel chairs, 412 16 seaters also 412 16/5 wheelchairs all in stock now. Tel: Blythswood Motors, Glasgow on 0141 221 3165 or 0141 639 6107 evenings.

68818/ME

TO ADVERTISE in  
Classified Products and Services  
call Michelle on 01733 467146

## NEOPLAN



**1986  
NEOPLAN SKYLINER**  
75 seats, toilet, boiler, Gardner engine  
**£44,000 ono + VAT**  
px considered  
**01708 630555**  
Eve 01708 228116

68010/NE



**1994 NEOPLAN CITYLINER  
MERCEDES V8 TWIN TURBO**  
48 Seats • Double Courier • Walk in Kitchen including Microwave & Percolated Coffee • 2 Video Screens • Cassette P/A • Sub Tropical Air Conditioning • Toilet with Hot Water • Safe Cruise Control • Webasto • Large Water Tanks • Extra Lockers • Bunk • Rear Steer • Telma • Mercedes V8 Twin Turbo Engine • Seat Belts • Non Smoking • Alarm • Tempo 100 • Double Glazed Curtains • Front Pullman Seats • 8 Speed Gearbox • Alloy Wheels • Offside Centre Door • Disc Brakes • 2 Fridges • New Style Dashboard. £157,500 + VAT

68747/NE

## SETRA

**"AIR CONDITIONED"**  
**1993 'K' SETRA 215HD MAN**  
49 SEAT EXECUTIVE.  
CONTINENTAL EXIT, TOILET,  
DRINKS, COURIER, WEBASTO,  
DRIVERS BUNK  
Wired for video plus all the usual Setra refinements. Choice of two identical vehicles with long MoT's.  
New replacements arriving soon.

**£109,500 ono**  
Phone Frank Harris  
01708 864911 or 01375 396688

68651/SET

Coach and Bus Week ending 1 March 1997

## SCANIA

2 x SCANIA K113  
VAN HOOL ALIZEE H

Feb 95, M Reg, 49/53 recliners, centre sunken toilet, continental door, TV/video, drinks machine, Webasto, excellent condition throughout, well maintained, one years tax and MoT.  
**£125,000 + VAT**  
**Tel: 01249 720360**

68724/SC

FAX YOUR COPY OVER NOW ON  
**01733 467154**

1989 SCANIA K92 DUPLE 320SL, 55 reclining seats, seatbelts, radio/PA, curtains, tinted windows, owned from new, new MoT, £50,000 ono + VAT. Sim's Motors, 01946 723227.

68758/SC

## SERVICE BUS

'87 METRORIDER PERKINS DIESEL AUTO'S, all new test, 23+6 standees, all chassis mods inc tyres, £6,000 + VAT. TALBOT TRIAXLES, 88/89 from £4,000, low floor, 22 + standees, tested, VOLVO B9 PLAXTON BUSTLER SERVICE, 32+ standees, also B9 AIRPORT BUS with huge luggage area. Part exchange welcome. Tel: Blythswood Motors on 0141 221 3165 or 0141 639 6107 (evenes).

68820/SB

## VEHICLES SALES MISCELLANEOUS

THE  
A W GROUP

Jet House, Station Road, Ratby,  
Leicester LE6 0JN

**Tel: (0116) 238 7741 Fax: (0116) 238 7128**



We would be happy to arrange a demonstration at your convenience on this superb product. Undoubtedly the best value for money luxury coach on the market today. Best MPG, Best Warranty, and definitely best quality.

Please call us for more information

## A SELECTION THIS WEEK . . .

1995 (Dec) MERCEDES 711D MELLOR COACHCRAFT, 25 high back luxury coach seats, air power door.

1993 DAF SB3000 CAETANO ALGARVE II, 49 reclining seats, courier seat, centre sunken toilet, double glazing, continental door. New MoT.

1987 BEDFORD PJK, PLAXTON PARAMOUNT 3200, 29 seater. New MOT, available now.

1986 VOLVO B10M CAETANO ALGARVE I, low driver position, 53 re-moquetteed reclining seats, wiring for tv/video, radio/pa. New MoT.

1986 DAF MB230 DUPLE 340, 49 reclining seats, courier seat, toilet, continental door, wiring for video. Long MoT.

1986 IVECO VIANA CAETANO, 19 seater coach, blue/grey interior, two tone blue exterior, power door. MoT 23/05/97.

1983 DAF MB200 LAG GALAXY, 49 reclining seats and courier seat, (recent re-trim), rear offside toilet, continental door, double glazed, re-painted Silver metallic exterior.

1983 VAN-HOOL ACRON, 49 reclining seats and courier seat, toilet, double glazing. New MoT.

1981 MERCEDES BENZ 0303, JONCKHEERE BERMUDA, 49 reclining seats and courier seat, toilet, wired for video, re-painted white exterior.

1980 VOLVO B58 CAETANO ALPHA, 53 seater, white exterior, autumn tint interior, power door. MoT 13/06/97.

## SALES ENQUIRIES

Scotland and Northern England - George Stratford - 0802 956474

Midlands and East Anglia - John Bass - 0410 326399

Wales and Southern England - David Stevenson - 0802 251778

**IVECO BUS**

68007/VSG

## DRIVE A GOOD BARGAIN!



Our used vehicle list currently includes some top quality, fully tested coaches - all approved to our exacting standards. New S250s are also in build for delivery April - May. Call us today for more details.

- ◆ 1994 Scania K113/Van Hool - Tri Axle, centre toilet, coffee boiler, Telma, ABS, video, 2 monitors, air conditioning, 48/51 reclining 'Royal' seats, new MOT - in excellent condition.
- ◆ 1994 Choice of 2 Volvo B10M/Jonckheere, 49 recliners, rear mounted toilet, water boiler, fridge, courier seat, fixed foot rests, driver's fan, radio/pa - nice coaches.
- ◆ 1993 Choice of 2 MAN/Jonckheere - 51 reclining seats, toilet, water boiler, fridge, Telma, ABS, video, 1 monitor, radio/pa, double glazed, foot rests - in very nice condition.
- ◆ 1992 Choice of 4 Mercedes OHL290/Jonckheere Deauville, 53/55 recliners, air conditioning, fridge, courier seat, radio/pa - very clean and tidy.
- ◆ 1991 Bova/Futura - 51 recliners Telma, toilet, kitchen, fridge, radio/pa video - 1 monitor, driver's bunk - in lovely condition.
- ◆ 1991 Choice of 2 DAF SB3000/Caetano Algarve, 49/53 recliners, demountable toilet, ABS, radio/pa, video, 1 monitor, courier seat, fridge, water boiler, centre door - very clean & tidy vehicles, new MOTs.

## NEW VEHICLES

S250s in build with latest fitments and engines by Mercedes & MAN. Delivery April - May.

## SERVICE

Ultra modern, well equipped workshop. Fully trained professional staff. No one can provide Setra back-up to the same high standards

## PARTS

Large comprehensive stock over 8500 line items. The largest stock of Setra parts (mechanical, electrical, body) in the UK. Availability and price very competitive.



01522 500115

or ring

Arthur Humphries (Sales Manager)

Home 01902 732140 Mobile 0585 268631

Justin Shuttleworth (Sales Representative)

Mobile 0468 594484

EvoBus (UK) Limited, Sadler Road, Doddington Road Industrial Estate, Lincoln, LN6 3RS. Telefax: 01522 500118



66146/VSG

**Martins of Cheshire Ltd**  
Used Bus and Coach Distributors



1977/79

## DAIMLER FLEETLINE

Double deckers, MCW body, 76 seats, single entrance, new MoT, choice.



1988 MCW METRORIDER

23 seats with luggage pen, power door, power steering, choice of 2, good MoT.



1987 MERCEDES 608D

Reeve Burgess bodywork, 20 seats + standees, power door, good MoT



1987 LEYLAND LYNX

Service bus, 49 seats + 21 standees, Tiger TL11 engine, fully auto, single entrance, good MoT.

MANY MORE VEHICLES ARRIVING

Tel: 01606 853298 68808/VSM

## AD COACH SALES

- ★ 1990 SCANIA K113 PLAXTON, 53 seater
- ★ 1987 BEDFORD 330 TURBO, 29 seater Plaxton
- ★ 1985 BOVA EUROPA II, 53 seater
- ★ 1986 SCANIA VAN HOOGL EXEC
- ★ 1983 VOLVO B10M JONCKHEERE, 50 seater
- ★ 1982 LEYLAND TIGER PLAXTON, 55 seater retrimmed
- ★ ★ ★ ★ ★ OPTIMO IV, ORDERS NOW BEING TAKEN
- ★ ★ ★ ★ ★ OPTIMO PARTS & SERVICE
- ★ ★ ★ ★ ★ SECURON SEAT BELTS AVAILABLE FROM STOCK
- ★ ★ ★ ★ ★ NEWBRIDGE COACH DEPOT, WITHERIDGE, DEVON EX16 8PY
- ★ ★ ★ ★ ★ TELEPHONE 01884 860767 OR 01884 860711 68723/VSM

## DUNN-LINE OF NOTTINGHAM

- 1995 (M) VOLVO/JONCKHEERE DEAUVILLE. 49/53 executive, owned from new, MoT till 1998 ..... £130,000
- 1993 (L) VOLVO/VAN HOOGL. 49/53 seats, executive, MoT till June 1997 ..... £115,000
- 1988 VOLVO/VAN HOOGL. 53 seats, MoT till Nov 1997 ..... £63,500
- 1987 VOLVO/VAN HOOGL. 53 seats, MoT till Aug 1997 ..... £57,500
- 1987 VOLVO/VAN HOOGL. 49 seats, executive, air con, MoT till Sept 1997 ..... £59,500
- 1979 FORD/PLAXTON. 53 seats, MoT ..... £3,000
- 1976 VOLVO/DUPLE. With wheelchair lift, MoT till April 1997 ..... £8,000
- BRISTOL VR (pp) ECW. MoT till Jan 1998 ..... £4,500
- BRISTOL VR (pp) ECW. MoT till Sept 1997. Engine requires attention ..... £2,000

ALL PRICES ARE EXCLUSIVE OF VAT

Interested? Contact Bob Dunn on

0115 978 4088 68738/VSM

## VEHICLES WANTED

WANTED: Volvo B58 or B10 Plaxton '80 onwards, under £16,000. Telephone: 353-44-40825 or Fax: 42280. 68762/VWA

LEYLAND TIGER PARAMOUNT 35, 1983, reconditioned engine, 49 retrimmed seats in graffiti, offside rear toilet, TV, video, excellent condition, MoT July '97 ..... £1,950

1982 DAF MB200 MARK V, 52 seats, re-trimmed graffiti, toilet, TV, video, recent engine overhaul, excellent condition, MoT May '97 ..... £13,500

1982 FORD DOMINANT IV, MoT June '97, 51 semi-recliners, excellent moquette ..... £4,500

1980 FORD DOMINANT II, MoT December '97, excellent condition for year, 53 seats ..... £3,000

1989 TOYOTA OPTIMO, 6 cylinder turbo executive, 18 seats and courier and servery, MoT May '97 ..... £14,000

TEL: 0131 440 1013  
OR MOBILE: 0836 549831 68739/VSM

CAN YOU READ THIS....SELLING YOUR UNWANTED VEHICLE?? Then remember that CBW is the only magazine that is fully requested and PAID FOR (interesting to note that the UK Coach and Bus Industry chooses to pay for CBW despite there being free competitors!). For how CBW can help you, call Neil on 01733 467147.

## COACHES FOR SALE

1986 NEOPLAN SKYLINER Double Decker, Oct 1986, on Private Plate. Usual spec, 77 seats, Gardner 6LYT engine, good test. Newly painted White. Now only £35,000

1990 SCANIA K113 VAN HOOGL ASTROBELL Double Decker, 67 seats. Usual extras, toilet, servery etc. Tested until Oct 1997. All white. Now only £75,000

1992 SCANIA K113 VAN HOOGL TRI-AXLE Single Decker. Enclosed back, rear toilet, 49/52 recliners, radio/PA/Video, 5-speed Splitter box, long test. Now only £90,000

1987 LEYLAND DOYEN Royal Tiger exec spec, 49 Vogel recliners, toilet, radio, PA, wired for video, re-con engine recently fitted. Now only £22,500

1987 SCANIA VAN HOOGL ALIZEE Usual exec spec, newly repainted white, tested. Now only £45,000

1987 SHERPA 20-SEATER DORMOBILE Fitted seat belts, taxed. Full year's PSV test. £1,550

All prices plus VAT @ 17.5% Reasonable offers will be considered on all the above.

G. ABBOTT & SONS  
Aumans House  
Leeming, Northallerton  
North Yorkshire DL7 9RZ  
01677 422579 or 422150

OPTARE CITY PACER  
Engine under warranty, 1987, bus service 25 seater, MoT October 1997, V.G.C. £4,750 + VAT

LEYLAND CUB  
Engine under warranty, 1981, bus service 30 seater, MoT July 97 £2,500 + VAT

BRISTOL LH  
1973, 35 seater, bus service, testing now £1,300 + VAT

Tel: 0181 365 3652 or  
0378 768257 68658/VSM

68657/VSM

# MARCH

## Special Offers

The Coach and Bus Week Special offers are now firmly established and many of you are regularly taking advantage of our money saving deals, see below for March's unbeatable offers

- 1 3 adverts for the price of 2 – Book for 2 weeks and receive a 3rd **ABSOLUTELY FREE**.

- 2 **1985 BOVA EUROPA, 53 seats and courier, power door, double glazed, good reliable vehicle, MoT April 1997, £19,000 + VAT. Tel: 01252 28774. 67647/BOV** Highlighted lineage – **JUST £14.**

- 3 Book an advert measuring 6cm x 1 column or above and receive a lineage advert **ABSOLUTELY FREE**.

To take advantage of these superb offers return the coupon below or telephone the CBW offices – **01733 467147**

CONTACT.....

COMPANY .....

ADDRESS.....

POSTCODE ..... TEL:..... FAX:.....

PLEASE TICK    **OPTION 1**     **OPTION 2**     **OPTION 3**     **NO OF WEEKS**.....

*Please use boxes below for your wording*


Please make cheques payable to EMAP AUTOMOTIVE. Card No.....

VISA     ACCESS     EXPIRY DATE .....

Return to Neil Mason, Coach and Bus Week, Wentworth House, Wentworth St, Peterborough PE1 1DS.

## VEHICLES SALES MISCELLANEOUS

## BLYTHSWOOD MOTORS LTD

1175 ARGYLE STREET, GLASGOW

All Mercedes 2 years warranty or 200,000 kilometres  
Choice of coach builders

NEW MERCEDES 814L, coach spec 37 seats air sus, Pdoor, large boot. Stock £79,000

NEW MERCEDES 814, diesel, extended coachbuilt luxury, coach spec, power swivel door, large boot, forced air, 33 coach seats. Stock £58,000

NEW MERCEDES 711 Turbo, coach built, 29 lux, Pdoor, I. boot, coach spec. Stock £47,000

NEW MERCEDES VARIO MARSHALL, 33 manual with retarder, not air, 97 Dif-tac, stock

NEW MERCEDES 811, Plaxton, extended coachbuilt 33 service or semi coachseats, 12 standees, Dif-tac, wide door. Auto (Allison box), or Manual. Telma, Stock

NEW MERCEDES 709 29 + 8 Standees with Power door, Dif-tac, choice of bodies. Stock

NEW MERC 711, Plaxton Service Bus, coach built, 29 + pen, Dif-tac. Stock

NEW 711 Turbo, conversion, 24 seat Luxury, boot, P swivel door, coach spec. Stock £43,000

NEW MERCEDES 611D, 24 seats, full spec, boot, power door, luggage racks, radio cassette, coach spec. Stock £41,000

MERC SPRINTER 412 Lux Turbo. Stock. 16 + lug

MERC SPRINTER 412 16 wheelchair. Stock

NEW TRANSIT 18 hi top, LWB, stock.

NEW TRANSIT 14 diesel, 5-spdi, 2 doors, 2 weeks.

NEW FORD TOURNEO 9 seater, diesel. Stock.

NEW DAF 400, diesel, 16 PSV, coach spec. Turbo.

NEW DAF, 16 hi roof, Convoy. Stock.

WHEELCHAIR PSV IN STOCK

LEYLAND DAF CONVOY, turbo and non turbo, 5 chairs, 16 lux. Stock.

NEW TRANSIT, 16 or 5 w/chairs. Tailift.

NEW MERC 412 Sprinter, 16/5 w/chairs. Tailift. Stock.

NEW MERCEDES 611, 24/6 w/chairs, Tailift. Stock.

ALL OPEN TO REASONABLE OFFERS

97 LEY DAF TURBO, 16, un reg

96 MERC 814, dual purpose Dif-tac

95 MERC 814, 33 coach spec

95 B10 PREMIER, 49/53, d/glazed, fridge, coffee machine

94 MERC 208, 12+ driver, PSV

93 LEYLAND DAF 16/5, wheelchairs

93 MERC 609 24 coach spec, tested

92 MERC 609, 24 coach, low miles

90 MERC 709, 25 p/door, boot, tested

90 TRANSIT LWB, Petrol, 12 seats.

90 TRANSIT, 15 PSV diesel. Tested.

90 TOYOTA OPTIMO, 21 seats, exec.

90 TRANSIT, LWB 12 seat diesel PSV

90 DUPLE, 425 Cummins ZF7, 52, toilet, TV, Telma

89 DAF, Algarve exec 11.6, toilet, TV

89 MERCEDES 208D, 12 seats

89 VOLVO B10 PLAXTON 3200, 32, 53 + TV, easy shift

89 and 88 DAF BERKHOF SBR 3000, 75 seat exec d/deck, toilet, monitors, good trim, ready to work, tested

88/89/90 TALBOT, triaxles. 22+ standees.

88 VOLVO B10 ALGARVE 49/53 demountable high floor exec

88 TRANSIT 14 diesel, PSV, tested

88 FREIGHT ROVER, 16 diesel, PSV coach

88 TRANSIT, 12 PSV, SWB, Diesel

88 TRANSIT, 12, Petrol

88 TRANSIT, 14 diesel, PSV

87 MERC 814, 29 seats, new test.

87 RENAULT DODGE, service bus, 29+ standees

87 B10 PLAXTON 3500, full exec, TV

87 BEDFORD PLAXTON EXEC 3200, 28 recliners, toilet + server

87 METRORIDER SERVICE BUS, 23+ standees, Perkins + auto box

86 VOLVO B9, 33 coach seats and standees and boot.

86 MERC 608, service buses, tested

86 RENAULT DODGE, 20 service, auto

86 R/DODGE, 25 seat, 5 speed

86 VOLVO B9, Plaxton 33 coach seat + boot and standees. Autobox

86 BEDFORD, Power Steering, 31 seats or 7 wheelchairs

84 LEYLAND ROYAL TIGER VAN HOOGL, SA, exec, 49/53, video

85 SETRA, exec, 49, toilet, TV

84 B10 VOLVO BERKHOF, executive, TV

84 MAN VAN HOOGL ASTRON, 61 seats, toilet

83 DODGE R BURGESS, diesel, auto, 17 F dr.

82 B10 GOLD LINER, 53 seat exec.

82 BEDFORD, 35 seat, 8.5 metres.

82 DENNIS, V8 auto Alexander Service Bus

82 BEDFORD PLAXTON, 31 recliners, tested

79 VOLVO IRIZER, 49 seats, toilet, exec

78 LEYLAND DUPLEx, express doors

78 LEYLAND EXPRESS DUPLEx, 53

75 AEC ZF, retrimmed throughout, 53

74 LEOPARD, retrimmed and retested

CHOICE OF 9 VOLVO COACHES, from 79 B58 exec, 82 B10 Goldliner to 95

B10 Premiere exec, with all extras, part ex welcome. Tel: Blythswood Motors 0141 221 3165 or 0141 639 6107 Eves.

Fax: 0141 221 3172

Open 6 days (Saturday 9-4)

## VOLVO

## 1990 VOLVO B10MT

## PLAXTON 4000 RS Mk 3 CHASSIS

65 armchair reclining seats all with tables, cup holders, glove nets, double glazing, sun blinds, curtains, fully carpeted, all rubber floor built for silent running, Video/Stereo with 5 monitors, Klix drinks machine, fridge, 6 separate roof extractors, three crew seats and large bunk, Webasto heating, very large luggage lockers. New MoT. This coach has been maintained regardless of cost, is fitted with Voith retarder and in superb condition, used on private hire and tours – never used on shuttles. Owned and operated by us from new, immaculate.

£75,000 + VAT

Contact Geoff Flight,

Flights Coach Travel Ltd

Birmingham 0121 322 2728

## 1991 H REG VOLVO B10M AUTO PLAXTON 3200

53 reclining seats, all belted, long MoT, choice of three.

Price £69,500

Please call Paul Cowell at Capital Coaches on 0181 897 6131

79 seater D/D bus, Alexander, V reg £3950

57 seater Viewmaster, MoT May, P plate £8750

49 seater Caribbean 2, B10M, 1985, MoT June, WC recent retrim.

May take Mercedes 19-25 seater in part ex on any of these vehicles.

TRANSCITY Swanley 01322 665533

## VOLVO B10MT PLAXTON 4000 (1986) (PP)

67 seats, MoT June 1997, recon engine newly fitted, wired for TV, video, usual fully functional equipment, CD multi changer, extra capacity fuel tank, excellent example for year.

£49,500 + VAT 01698 870207

LEYLAND TIGER/DUPLEX DOMINANT IV, 49 DP seats, interior retrimmed, pneumocyclic gearbox, express doors, destination, OMO cab, 1982, new test £9995 + VAT + tyres

LEYLAND LEOPARD/DOMINANT BUS, 53 seats, semi auto, MoT 08/97, clean, 1976 £3,000 + VAT

DODGE S56/ALEXANDER, 25 seat minibuses, retrimmed, autoboxes, choice, various tests from £2,500 + VAT + tyres

PROLIFT 12 TON COLUMN LIFTS + AXLE STANDS, 18 months old £9,000 + VAT (including delivery up to 100 miles)

DERRY PACK, 22,000 litres, fully enclosed with pump etc, 18 months old £5,500 + VAT

DROP SAFE, insurance limit £20k, – cost £7k to buy new, offers over £1500

Tel: 01744 28835 (0900-1600) Lancashire

68730/V/SM

## VOLVO

## 1980 B58 SUPREME IV

53 seats, full MoT £11,000 + VAT

## 1981 B58 DOMINANT II

57 seats, MoT Dec 97 £12,000 + VAT

## 1982 B58 DOMINANT III

53 seats, MoT June 97 £13,000 + VAT

All the above vehicles have power doors, seatbelts, radio's etc and are in good all round condition

FITZCHARLES COACHES  
Tel: 01324 4820931985 VOLVO B10M (Private Plate)  
PLAXTON 3200 LOW DRIVER - 53 reclining seats, COURIER SEAT, double glazed, radio, PA, TELMA. Excellent condition, low mileage £37,500 plus VAT1985 VOLVO B10M (Private Plate)  
PLAXTON 3200, 53 reclining seats and COURIER SEAT, radio, PA, AIR CONDITIONING. Double glazed, TELMA. Exceptional condition, low mileage £38,750 plus VAT

1988 VOLVO B10M PLAXTON 3500, 53 reclining seats, COURIER SEAT, double glazed, TELMA, blinds, radio, PA, SEATBELTS, low mileage, MINT CONDITION £59,500 plus VAT

Tel: 01903 233190 / 505805 66639/V/VO

## 1985 VOLVO B10M 3.2 PLAXTON LOW DRIVE

53 recliners with retractable seat belts. MoT March 1998, warranted 265k miles with full service history, only 2 owners from new, we have owned since 1987, Telma, Webasto, underfloor locker and many more extras

£36,500 + VAT

Tel: 0171 7395454 (Office)

## 1992 K REG VOLVO B10M PLAXTON EXCALIBUR

Full air conditioning, TV, video, toilet, all reclining seats with tables, glove nets, cup holders, drinks machine, fridge, double glazed, full draw curtains and blinds, fully carpeted, Webasto heater and Telma retarder, very large baggage accommodation. ABSOLUTE TOP OF THE RANGE COACH.

Owned and operated by us from new. Only used on tours and private hire never on shuttles. Immaculate condition.

£99,995 + VAT

Contact Geoff Flight,  
Flights Coach Travel Ltd  
Birmingham 0121 322 2728

B58 VOLVO, 49 seater, private plate, completely repainted, new toilet, curtains, new floor, retrimmed new moquette, must be seen. £16,000 ono. Tel: 01843 294875. 68709/V/VO

95 B10 PREMIERE 3500, 49/53, double glazed, fridge, coffee, TV, also 94 B10 PREMIERE, same spec, part exchange welcome. Tel Blythswood Motors 0141 221 3165 or 0141 639 6107 (eves). 68821/V/VO

## 1982 PLAXTON VIEWMASTER

49/53 seats, very good condition, curtains, tinted glass, courier seat, new MoT, taxed. This coach is in super condition £19,750 ono

Tel: 01259 725192

Ask for Transport Manager

1979 VOLVO B58, DUPLEX DOMINANT, 53 seater, power door, radio/PA, clean and tidy, £10,000 + VAT. Tel: 01654 711091. 68822/V/VO

1982 VOLVO B10M, Jonckheere Bermuda, 53 reclining seats, Telma, MoT, for sale due to new vehicle delivery. No reasonable offers refused. Tel: Berry's 01823 331356. 68811/V/VO

Coach and Bus Week  
READ IT!  
USE IT!

**COACH AND BUS RETRIMS**  
**BY DUOFLEX LTD**

From a small repair to a full retrim  
Plus carpet, seat belts, foams,  
soft trim and linol  
P.X. sets if required  
All round service at competitive prices  
Delivery and collection  
Full Vax service available  
Tel: John or Steve on  
Brackley (01280) 701366

66446/IC

**BELT UP Services**

European E Standard  
**SEAT BELTS**  
Supply and fit from £10  
Supply only £8.50 per belt  
24 hour Nationwide  
Fitting on site  
Certificate of Conformity Supplied  
**Telephone/Fax: 0181 555 5298**  
**COACH OPERATOR**

68770/IC

## A.K. CARPETS

SUPPLIERS OF POLYRIB, FLOOR CARPETING,  
COCONUT MATTING AND SOFT TRIM

### Coach Carpet Specialists

172 BLACKBURN ROAD, WEST END, OSWALDTWISTLE, LANCASHIRE BB5 4NZ  
TELEPHONE: 01254 871879  
FAX: 01254 388254

### MINIBUS & COACH AIR CONDITIONING

Repairs • Service • Parts

- Installation

Mobile Workshop

Fridges 12v/24v

24h service

Distance no object

(Sutrik-Carrier-Thermal-Denvers)

**Tel: 0113 2720299**

67268/IC

### EASTGATE COACH TRIMMERS

Supplying the Bus and Coach Industry with quality seat retrims  
and interior refurbishment

Complete mobile flooring service

Centre gangways/full floors re-laid at customer's premises

Collection and delivery service anywhere in the UK

Seven days a week

Keep your coach operational by having std seats retrimmed and exchanged

**Tel: Fax: 01751 472229**

67050/IC

### CONVERT YOUR COACH TO EXECUTIVE STANDARDS

We specialise in toilets  
- servery - tables etc.  
You will find our price  
and quality  
very competitive.

**Tel: (01538) 306618**

67280/IC

### AHEAD OF THE REST

For all your curtains, head  
covers ties, epaulettes  
badges etc

Please phone

01709 894804

or after 6pm

01226 759154/

01709 896330

UNITS 14 & 15

THURNSCOE WORKSHOP,  
THURNSCOE, ROTHERHAM  
S63 0BL

66649/IC

### Jason



Manufacturers of a range of low cost, high quality hot and cold drinks machines for coaches and buses.  
NO seat loss, simple to fit, safe, hygienic and easy to use.  
Nationwide service and installation network.  
1000's in use in UK and Overseas.  
Fully installed and fitted with either Drinkmaster rack or Incup system of your choice.

**Buy or lease  
at only £8.37 per week + VAT**  
Subject to status etc.

**FOR BROCHURE RING OR FAX  
(01438) 748701**

68275/IC

### Technical Services Ltd.

Manufacturers of a range of low cost, high quality hot and cold drinks machines for coaches and buses.  
NO seat loss, simple to fit, safe, hygienic and easy to use.  
Nationwide service and installation network.  
1000's in use in UK and Overseas.  
Fully installed and fitted with either Drinkmaster rack or Incup system of your choice.

#### Buy or lease

at only £8.37 per week + VAT

Subject to status etc.

**FOR BROCHURE RING OR FAX  
(01438) 748701**

68275/IC

### WILKINSONS COACH REFURBISHMENT SPECIALISTS

- Accident repairs
- Fitted toilets
- Retrims & Refloors
- Collection service available
- Insurance approved
- Stretch panels
- Full mobile repair service

**ALL WORK IS TO THE HIGHEST STANDARD**

**TEL: (01944) 710058  
NORTH YORKSHIRE**

66629/IC

### BLACKPOOL TRIM SHOPS

BUS & COACH INTERIOR  
REFURBISHMENT

Same day retrims, centre floors and gangways.

Samples by return.

Sales of John Holdsworth moquette.

IN STOCK NOW PLAXTON PREMIERE CURTAINS (PLEATED)  
VARIOUS COLOURS ONLY £140 SET

For all information, call Bob Taylor

**Tel: 01253 766762. Fax: 01253 798443**

66650/IC

For quality coach retrims at very competitive prices

Same day service on most vehicles

All coach trimming repairs undertaken

Coach curtains supplied

### Southern Trimmers

COACH TRIMMING SPECIALISTS

**4 Lower High Street, Bedlinog, Mid Glam CF46 6TG**

**Tel: BEDLINOG (01443) 710240**

66629/IC

# 01733 467146 Products and Services

## AUDIO/VIDEO

### PSV PRODUCTS

HAVE A VIDEO PLAYBACK SYSTEM,  
PA SYSTEM OR DRINKS MACHINE  
FITTED BY PSV PRODUCTS AND GET A  
FREE LIFETIME GUARANTEE  
(EXCEPTING NORMAL WEAR AND TEAR)

We are so confident in the quality of the products we supply that we can now make this unique offer on all complete new systems fitted by us.

Fully installed prices for the systems start at

VIDEO SYSTEMS £750.00 PLUS VAT

PA SYSTEMS £250.00 PLUS VAT

DRINKS MACHINES £335.00 PLUS VAT

Call MIKE DALY NOW on  
**01925-210220**

## BUSINESS FOR SALE

SMALL COACH COMPANY SITUATED IN WEST CENTRAL SCOTLAND WISHES TO DISPOSE OF LOCAL SERVICE DIVISION

Comprising of 3 vehicles with well established routes, turnover approximately £90,000 p.a.

Can be sold with or without vehicles

May suit large company wishing to locate in this busy area

Please reply to:

Box No: 66438. CBW  
Wentworth House  
Wentworth Street  
Peterborough. PE1 1DS

### COACH BUSINESS FOR SALE

Merseyside area

International licence for 15 vehicles.

Large freehold premises. Excellent customer base.

For further details please reply to

Box No 65385

Coach & Bus Week  
Wentworth House,  
Wentworth Street,  
Peterborough PE1 1DS

## CABLES & CONTROLS

### CABLES AND CONTROLS

Gear Change and Throttle Cables  
made to OEM specification  
Same Day. No Surcharge  
For further Information  
Contact Jim or Terry at  
Cable-Tec on 01623 440398

66442/CAB

**CBW Advertising Works**  
Try for Yourself!

Coach and Bus Week ending 1 March 1997

## BREAKING FOR SPARES

### BREAKING PLAXTON PARAMOUNTS 1986

All body parts

Also wanted:  
all Setra parts

**Tel: 01944  
710058**

68766/BF

## BUSINESS WANTED

### - WANTED -

EXPRESS COACH OPERATION IN SOUTHERN IRELAND

Preferably commencing or terminating in DUBLIN

Principals only to  
Box No. 66646  
Wentworth House  
Wentworth St  
Peterborough PE1 1DS

## ENGINES

### TL11 - LEYLAND TIGER and NATIONALS 2 ENGINES FOR SALE

in good running order

HARTWOOD EXPORTS (MACHINERY) LTD  
Birdwell, Barnsley, S70 5TR  
Junction 36 M1 Motorway  
Tel. 01226 742784  
Fax. 01226 350055

66624/EN

## Mercedes Engines

from the UK's No 1 specialist!

Call now for a quote or free info-pack!

01270 526333

www.creweengines.co.uk

01270 526433

Warmingham Road, Crewe, Cheshire, CW1 4PQ

Crewe Engines

## DRIVING SERVICES

THE CELTIC DRIVING FORCE ->

### KERNOW DRIVING SERVICES LTD



Approved Government Licensed Agency No. SW 2924

Experienced drivers, guides and tour managers for all aspects of the coaching industry. Tours, relief or second drivers.

Very competitive rates

Tel: 0850 701450 (24hrs)  
Fax: 01269 831115

65689/DS

## GARAGE EQUIPMENT

LAYCOCK 23' 14-tonne, 6-post commercial vehicle lift, installed.....£6,750

LAYCOCK 29' 14-tonne, 6-post commercial vehicle lift, installed.....£7,500

CRYPTON Commercial brake tester, approved for class 4/5/7 testing. £4,000

SOMERS 16-tonne set 'HYWEMA' 1991 mobile columns .....£6250

PROLIFT 20-tonne set 1990 mobile columns .....£6,250

Tel: 0117 985 3739

68851/GE

2 x Laycock 4 post 8 ton lifts  
1 x Stenhoj 4 post 16 ton lift complete with jacking beam and lights

1 x Tecalemit brake roller tester  
HPC screw compressor  
K' archer 650 HDS steam cleaner

415 volt mig welder  
Heavy duty engine

Ring for full list:  
**01923 202045**

68855/GE

## ENGINES



# DIESEL POWER ENGINEERING LTD.

BMT Workshop, 27-31 St John Street, Hythe, Southampton, Hants SO45 6YS

Fax: (01703) 841166

CUMMINS  
MERCEDES  
VOLVO  
SCANIA  
M.A.N.



DIESEL ENGINE RE-MANUFACTURERS  
TEL: (01703) 841854

ALSO PISTONS, LINERS, HEADS,  
BLOCKS AND CRANKS SUPPLIED



NO MIDDLE MAN INVOLVED

D.A.F.  
LEYLAND  
A.E.C.  
FORD  
BEDFORD



66648/EN

CBW CLASSIFIED - IT GETS YOU NOTICED

## ENGINES & TRANSMISSIONS



SUPPLIERS OF  
NEW  
RECONDITIONED  
& USED ENGINE  
COMPONENTS

SPECIAL OFFER  
LEYLAND 680  
ENGINE KITS

£699.00  
+ VAT



DEALERSHIP

CREDIT CARDS ACCEPTED  
RING HOT LINE  
01246 260199  
FAX: 01246 455274



67798/ET

## HEATING EQUIPMENT

### TRANSPORT HEATING SUPPLIES

For all your coach and bus heating equipment including:  
Motors, radiators, fans, hoses, elbows, complete  
heaters etc, all new.

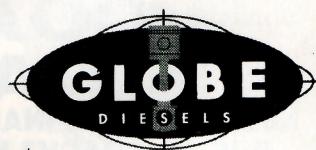
Tel (01925) 722687

Service Exchange  
**DIESEL ENGINES**  
No Surcharges plus  
12 Months Unlimited  
Mileage Warranty!

**DIESEL ENGINES**

- ALL MAKES
- REPAIR OR SERVICE
- EXCHANGE
- NATIONWIDE
- COLLECTION & DELIVERY
- 12 MONTH WARRANTY
- FITTING & RECOVERY SERVICE
- NEW, RECON & USED

For more details call  
Globe Diesels Ltd today



Telephone: 01962  
**715707**  
Fax: 01962 715296

67697/ET

## GLASS

# GLASS

Before you next  
order - call us

**PSV**  
GLASS  
01494 533131

## MISCELLANEOUS

### Springtime Bargains

7 NIGHTS IN ESTARTIT,  
Costa Brava  
APRIL & MAY  
Pinimar Apartments  
Swimming Pool  
Nightly Entertainment



Including Ferry  
just £28 per person

Tel: 01757 709090

68761/MI

## PCV BADGES



Contact: Mark Terrill  
Tel or Fax: 01273 474816  
68760/PCV

# COACH, BUS & MINIBUS INSURANCE

## CONTACT

# WRIGHTSURE SERVICES



799 London Road  
West Thurrock  
RM20 3LH  
Tel: 01708 865533  
Fax: 01708 865100

27 Booker Avenue  
Liverpool  
L18 4QY  
Tel: 0151 724 2266  
Fax: 0151 724 6427

Competitive rates for new ventures and Est businesses  
Monthly payments Qualified in house claims dept  
Access to all major insurers and all Lloyds syndicates

1997 TRAVEL RATES NOW AVAILABLE

60681/INS

Discounts on household and car insurances for all operators and employees immediate quotes and cover.



## EXCELLENT INSURANCE SCHEMES FOR COACH/BUS OPERATORS, REPAIRERS OR MANUFACTURERS

+ Full supporting risk management and claim satisfaction  
Fax, call or write



**01782 744676**



**Rawlins**  
Insurance Brokers  
STOKE ON TRENT



**01782 747111**

65371/INS

**COACH, MINIBUS & BUS INSURANCE** Fleet and single vehicle operators. Continental extensions

**CONTACT: LAWRIE INSURANCE CONSULTANTS LTD**

7 Cray Buildings, Footscray High Street, Sidcup, Kent DA14 5HL. Tel: 0181 302 7521/7522

66425/INS

## FINANCE

### COACH FINANCE

LOOKING FOR FINANCE ON YOUR NEXT  
BUS OR COACH? HANSAR HAVE THE  
ANSWER...  
...AND THE ANSWER'S USUALLY  
YES!

Hansar Finance are one of the largest and most respected bus and coach finance specialists, our expertise in this field means we can source finance for you quickly and effectively. Whether you're looking to buy, lease or hire, check with us first. You'll find we have a deep understanding of your needs and can respond in the most positive way

Ring Terry Cross, Ron Telford or Steve Moult today for completely independent advice or a free quotation on

**TEL: 0161 488 4000**  
**FAX: 0161 488 4567**



**HANSAR  
FINANCE  
L I M I T E D**

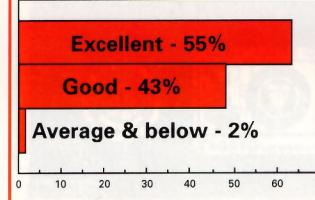


66647/INS

Bridgeway House, Mellor Road, Cheadle Hulme, Cheshire SK8 5AU

## COACH INSURANCE

How would you rate overall claims service? - October 1996 10% discount on book rates for fleets of 3 or more coaches



For agency details contact Scot Charley on 01245 287681

As well as offering competitive premiums, Summit strive to ensure the highest quality of risk information, customer service, policy cover and claims settlement. This has resulted in higher client satisfaction as our recent customer survey shows.

66403/INS

**SUMMIT  
AT LLOYD'S**

## LEGAL SERVICES



### NEED HELP OR ADVICE?

**Specialist legal services - sensible fees**

- 'O' Licensing
- Transport Offences
- Employment
- Contracts

Contact: **Martin Arthur**

**Road Transport Law Bureau, Cambridge**

Tel: 01223 462244 or 0802 895835 Fax: 01223 460178

65392/LS

## REGISTRATION NUMBERS

## NATIONAL NUMBERS

£99	£99	£399
ALZ 3527	PBZ 8316	WSY 602
HUI 8229	PBZ 8317	594 BGY
IUI 1636	RBZ 2568	OUK 362
IUI 1637	RBZ 2569	USV 226
LAZ 8795	TIW 2794	853 GKE
MAZ 6436	VJI 1817	XFC 549
NIL 2710	WDZ 4161	XFO 332
OAZ 3212	WDZ 4162	XFO 334

SEQUENCES, FLEET NUMBERS ALWAYS AVAILABLE

Tel: (01642) 343433. Fax: (01642) 343450

## DISCOUNT

## • REGISTRATION NO'S •

We offer the lowest comparable prices and the fastest transfer time!

From £29 next day transfer

## FLEET SEQUENCES available

Tel: 01278 424713 24hrs (5 lines)

Fax: 01278 425958

Prestige Marks, M.E.D. Parrett Way, Colley Lane Ind Est, Bridgwater, TA6 5LP, ENGLAND. Estab 1969



## REPAIRS &amp; RESPRAYS

## BAY RESTORATION

You name it we can do it. Professional resprays, repairs and conversions carried out on all types of vehicles from a minibus to a double decker.

22 years experience

Do not hesitate to call for a free estimate.

Telephone: (01222) 813742

Mobile: (0410) 019001 (24 hr)

## REPAIRS &amp; RECOVERY

## M &amp; H COACHWORKS Ltd

PSV SPECIALIST REPAIRS AND CONVERSIONS

## ★★★ LEEDS ★★★

Waterboilers, Fridges, Toilets, Video Systems, Servery Units  
Webasto heating sales and service

Quality resprays and signwriting

Accident damage repairs

VBRA Approved Repairs

Contact us for quotations, helpful advice

and above all, genuine service

## ★★ STAR QUALITY IS OUR HALLMARK ★★

New Princess Street, Holbeck, Leeds LS11 9BA

Tel: 0113 (Located 1 minute from M1/M62 junction) Tel: 0113 2441671 (After hours Phone 013 2520079 2441671)

67404/FR

## REFURBISHMENT

## P.S.V. REPAIRS - REFURBISHMENTS - RE-PAINTS

## BLACKPOOL COACH SERVICES

EDDIE SMITH (BODY) - NEALE DANIELS (PAINT)

(Ex-Plaxton-Duple Service Staff)

Telephone/Fax: 01253 698686

Stretch Panels and  
2-pack re-paints a speciality

Insurance Approved Repairer

66439/REF

## SEAT BELTS

## SEAT BELTS

## FINANCE AVAILABLE

subject to status

- ★ EUROPEAN & BRITISH STANDARDS
- ★ FULLY TRAINED EXPERIENCED STAFF
- ★ ON SITE FITTING SERVICE
- ★ FULLY INSURED
- ★ CERTIFICATE OF CONFORMITY SUPPLIED
- ★ FREE COMPETITIVE QUOTATIONS
- ★ 24 HRS CALL OUT

A COPY OF THE VCA EUROPEAN APPROVAL AND BSI KITE MARK LICENCE ISSUED FOR THE BELTS

ELITE SERVICES  
STOCKPORT  
TEL 0161 480 0617

PLEASE NOTE  
our company does not fit  
anything other than E  
marked seat belts

68856/SBE



CARSTYLE SAFETY  
PRODUCTS LTD  
THE QUALITY SEATBELT  
MANUFACTURER

• Full range of European approved (E marked) and BS 3254 Pt1 1988 (Kite Marked) Seat Belts available

- Free design and installation advice service
- Fast turnaround and competitive rates
- Safety - reliability and quality
- From an En 150 9002 accredited company

34 Gratton Road,  
Queens Park,  
Bedford, Beds  
MK40 4EF

Tel: (01234) 352243

Fax: (01234) 354298

67281/SBE

BELT UP  
Services

European Standard

## SEAT BELTS

Supply and fit from

£10

Supply only

£8.50 per belt

24 Hour Nationwide

Fitting On Site

Certificate of

Conformity Supplied

Tel/Fax. 0181 555 5298  
COACH OPERATOR

66426/SBE

FAX YOUR COPY  
OVER NOW ON  
01733  
467154

## WE MAKE THE RETRACTOR ■ WE MAKE THE BUCKLE ■ WE MAKE THE METAL PARTS ■ WE MAKE THE PLASTIC PARTS ■ WE MAKE THE RETRACTOR ■ WE MAKE THE BUCKLE ■ WE MAKE THE METAL PARTS ■ WE MAKE THE PLASTIC PARTS

## securon MANUFACTURERS OF SEAT BELTS

WE HAVE THE FLEXIBILITY TO SUPPLY YOUR REQUIREMENTS  
ALL OUR BELTS ARE ■ SERIAL NUMBERED

CONFORMING TO EEC R16 (App. Nos. starting 04.) EEC 77/541 &amp; BS 3254: Part 1 : 1988

- MONITORED BY THE Vehicle Certification Authority
- 1 FROM 5,000 IS TESTED TO DESTRUCTION

APPROVAL CERTIFICATES AND CONFIRMATION OF CONTINUOUS MONITORING ARE AVAILABLE

SECURON (Amersham) LTD AMERSHAM BUCKS HP7 0NZ Tel: 01494 434455 Fax: 01494 726499

67103/SBE

## TRAINING

### CERTIFICATE OF PROFESSIONAL COMPETENCE

User-friendly books that are always up to date

High pass rates, attended and correspondence courses

People-friendly training from experienced professionals

**PASS GO LTD**

GO PROFESSIONAL, PHONE NOW

**CPC**



Courses guaranteed

FREE BROCHURE

01 861-511190

Great Britain & Northern Ireland

64981/VEH

**CPC**

PRICE PROMISE -  
WE REFUND TWICE THE  
DIFFERENCE IF YOU CAN  
FIND BETTER AND  
CHEAPER

Free Part 'A' Video

Possibly the only notes updated January 1997.  
Video, Audio, Homestudy.  
Intensive course with free accommodation.  
Free course if you fail

**FREEPHONE 0800 37 35 31**  
01984 656 310 office  
01273 515 649 eves

16th  
YEAR

**Friendberry**

68050/TRA

## TRIMMING



**BLACKPOOL TRIM SHOPS**

Same day retrims, centre floors and gangways.

Samples by return.

Sales of John Holdsworth moquette.

IN STOCK NOW PLAXTON PREMIERE CURTAINS (PLEATED)  
VARIOUS COLOURS ONLY £140 SET

For all information, call Bob Taylor

**Tel: 01253 766762. Fax: 01253 798443**

66650/IC

Kassbohrer Bova Iveco Berkhof Toyota

Plaxton Duple Moseley Optare

## ALLBUS TRIMMERS

- Coach Seat Retrims
- Interior Trimming
- Floor Recovering
- Collection/Delivery
- Minibus Seats

**Prices From £1,695**

**01733 361200**

Neoplan Van Hool Mercedes Man

Jonesheare LAG Salvador Caetano Mow

64900/VEH

## VEHICLE SPARES

### AVON DIESELS

#### RECONDITIONED ENGINES

#### HEADS

#### BLOCKS

#### CRANKSHAFTS

#### ZF REPAIRS

#### S/AUTO GEARBOXES

67981/VEH

**01454 313805**

BEDFORD DAF

LELAND AEC

## TRANSMISSIONS LTD

**01902 604141**

Very competitive prices on all  
exchange gearboxes  
Own unit, repaired or  
reconditioned  
Reliability unquestioned. Free  
fitting on all HGV + PSV  
gearboxes

**Fax: 01902 603868**

65561/VEH

## VEHICLE SPARES



## ECOMAT

Approved ZF remanufacturer for the full range of  
automatic and manual gearboxes

### SERVICE EXCHANGE OR COST OF REPAIR

Only genuine parts fitted



## HINDLE AUTO PRODUCTS LTD

Nelson Street, Bradford BD5 0EL

PHONE: (01274) 732284 Fax: (01274) 740237



## MERCEDES-BENZ

### SPARES

We stock a large range of high quality  
Mercedes-Benz used van, truck and bus parts to  
suit 207D, 307D, 208D, 308D, 408D, 410D, 507D,  
508D, 608D, 709D, 711D, 808, 814D, 1114, 1117,  
1314, 1317 plus many more models in stock.

No need to get your hands dirty, all our parts are  
cleaned, guaranteed and on the shelf ready to pick  
up. We can offer you a free delivery to some areas,  
so if you are looking for quality used diesel and  
petrol engines, axles, gearboxes, springs, wheels,  
tyres, cabs, doors, panels, injector pumps, lift  
pumps, blocks, cranks, heads, propshafts etc.  
contact us today. We also stock all types of  
electrical parts, so if you are having trouble with  
that hard to get part, Erith Commercials are the  
people to see.

## ERITH COMMERCIALS

Tel: 01322 290921  
 Fax: 01322 290049

### WORLDWIDE EXPORTERS

## MERCEDES-BENZ

66628/VEH



## NEW MINIBUS + VAN PARTS

MERCEDES 609-811D. Screens £45, Wings £50, Wiper Motors £65,  
Wiper Linkage £25, Bumpers £150, Bonnets £150, Mirrors £20, Pair Rear  
Lights £20 pair, N/S/F Doors £125. Also Repeater Flashers, Side Glass  
etc.

MERCEDES 364. Disassembled engines £800, Starters £150.

LEYLAND SHERPA. Front Doors, Rear Doors, Peugeot Heads, Mini Bus  
Seats, Grills, Steps, Mini Bus Windows.

MERCEDES SPRINTER. Doors and Twin Seats.

RENAULT MASTER. Rear Doors £250 pair. Side Doors £175. Cab Doors  
£150. Twin Seats £75. Rear Bumpers £20.

IVECO DAILY. Rear Doors £350 pair. Also N/S/F Doors, Wings, Steps,  
Mirrors, Twin Seats, Wheel Rims £25.

MERCEDES 307/308. Grills and Doors.

PEUGEOT BOXER/DUCATO. Front Doors, Bonnets, Wings, Twin Seats,  
Bumpers, Mirrors, Rear Lights, Rear Doors, Side Loaders.

RENAULT TRAFFIC. Side Loading Doors, Rear Doors.

TRANSIT. Front Doors, Grills, Mirrors, Rear Steps.

MICHELIN 185 x 15 Tyres £45.

66280/VEH

### NEW AND REMANUFACTURED ENGINES WANTED

### MINI BUS SEATS. LARGE QUANTITY

**L+S FREELANCE 01706 227140**

**FAX YOUR COPY OVER NOW ON**  
**01733 467154**

Coach and Bus Week ending 1 March 1997

# KIRTON BUS AND COACH DISMANTLERS LTD

*One of the UK's fastest growing bus and coach dismantlers*

Large stocks of quality spares for most makes of chassis and bodies

## WANTED FOR CASH

Your scrap Buses and Coaches

North Cliff Road, Kirton-in-Lindsey, Gainsborough, Lincs DN21 4NJ  
Phone: 01652 648628. Fax: 01652 640377

67793/VEH

**CBW Advertising Works Try for Yourself!**

### Allison Transmission



Fulwood Road South  
Fulwood Industrial Estate  
Sutton-in-Ashfield  
Notts NG17 2JZ

For all your Service and spare parts needs contact the only official U. K. Distributor, Mitchell Transmissions on:

Tel. No: (01623) 550550

Fax No: (01623) 551617

To keep your down time to a minimum we can offer Factory Service Exchange A.T. 542 or 545 with 2 years warranty and unlimited mileage for £1195.00 + VAT ex. stock, subject to main casing not damaged or broken

67792/VEH



FOR REPLACEMENT GAS STRUTS

CONTACT

### GAS STRUT ENGINEERING

• UK MANUFACTURERS • QUICK DELIVERIES  
• FOR ALL TYPES OF VEHICLE • COMPETITIVE PRICES

### Gas strut

2 Lyon Close, Woburn Road Ind. Estate, Kempston, Bedford MK42 7SB Tel: 01234 843979 Fax: 01234 843916

66434/VEH



### BRADFORD GRINDERS (U.K.) LTD



We supply new/reconditioned Short Motors, Cylinder Blocks/Heads, Crankshafts and Connecting Rods. Ancillaries: Kit Sets, Gaskets, Bearings, Pumps, etc

Full machinery services and 24hr delivery and collection

Established since 1965 and suppliers to the PSV industry for over 20 years

Special offer on Leyland 680, TL11 and Gardner spares.

Special offers on Mercedes, Leyland, Volvo, Scania, Cummins, Perkins, Bedford, DAF, etc.

Tel: (01274) 733141  
Fax: (01274) 734610  
Mobile: 0937 615943

**"I'll definitely use CBW again"**  
words from Mr Sproat of Sproats Coaches (Cumbria) sold his Mercedes 814 at 7.30am Saturday morning to the first caller  
**IT COULD BE YOU!**  
**01733 467147**

**SUTRAK vogel**  
**JONCKHEERE**  
**Webasto THETFORD**  
★ For parts and service ★  
**Tel: 01923 239996**

**BERNSTEIN ENGINEERING LTD**



Unit 1, Colne Way Court,  
Colne Way, Watford, Herts  
Fax: 01923 252633

66424/VEH

# WANTED FOR CASH REDUNDANT BUSES

Large stock of second-hand spares available  
Daimler, Leyland, A/Ls, AECs, Bedfords, Nationals  
and Bristol VRTs

Domi II and Supreme IV Screens  
Iveco 49-10 Robin Hood Glass

**TREVOR WIGLEY & SONS LTD.**

**THE PROFESSIONAL PSV DEALERS  
(01226) 723147 - 5 lines**

Mobile: (0836) 581848. Fax: (01226) 700199  
Night Lines: (01226) 203294/716479  
Carlton, Nr Barnsley, South Yorkshire.

67800/VEH

## P.V.S. (BARNESLEY) LTD

REQUIRED LARGE QUANTITIES OF  
REDUNDANT VEHICLES  
TOP CASH PRICES PAID  
WE WILL COLLECT  
ALL SPARES FOR ROUTEMASTERS,  
DAIMLER FLEETLINES, GARDNER 6LXB,  
2 DOOR, REG NUMBERS S, T & V, MOT'D  
NOW BREAKING DODGE S56's MINIBUSES  
NOW METRORIDERS AS WELL

Large stocks of quality spares  
for most makes of engines, gearboxes,  
diffs, axles, p. shafts, glass etc. etc.

Telephone	01226 722052
	01226 725003
(eves)	01226 710620
Fax	01226 700261

Established since 1960  
**(The reliable PSV Dealers)**

65688/VEH

## AUCTIONS

### BUS & COACH AUCTION MANCHESTER - BELLE VUE

The next Bus and Coach Auction at Belle Vue will take place on

**WEDNESDAY 19th MARCH AT 12 NOON**

**ENTRIES NOW INVITED!**

**SPECIAL SPRING OFFER: REDUCED, YES REDUCED**  
**COMMISSION CHARGES FOR THIS SALE ONLY**

**FOR FURTHER INFORMATION TELEPHONE -**

**JOHN CONNOLLY OR DUNCAN WARD ON**

**0161-230-6000**

**British Car Auctions**

66645/AUC

# Appointments & Tenders

Tel: 01733 467144

Fax: 01733 467154

## JOHNSONS COACH TRAVEL REQUIRE A CHIEF ENGINEER

To manage the maintenance of our 40 vehicle fleet in the West Midlands. We are looking for a self-motivated person to become a member of our senior management team and who will be totally committed to the companies' high standards of quality and service.

The successful candidate will ensure that the highest standards of vehicle road-worthiness are achieved through the effective management of manpower and spares. Therefore the individual must have a sound knowledge of vehicle certification, V.I. inspection standards and proven organisation, management, team building and leadership skills.

Salary is negotiable but rest assured that your dedication will be rewarded with a highly competitive salary and other benefits.

Applications please in writing enclosing your CV to:-

Mr P Johnson (Director), Johnsons Coach Travel,  
32 High St. Henley-in-Arden, Solihull, West Midlands, B95 5AN.

Closing Date: Monday 10th March 1997.

66635/APP

**Coach and Bus Week**  
**READ IT! USE IT!**

ARE YOU  
STRUGGLING  
TO FIND  
SOMEONE WITH  
THE CORRECT  
QUALIFICATIONS?

IF SO, THEN LET  
US HELP YOU.



provides you with the ideal opportunity to reach every section of personnel within the Coach and Bus industry. Take the time and effort out of recruiting by calling us now on

**01733 467144**

## OPERATIONS MANAGER (Canterbury)

Applications are invited for this challenging position, based at one of Kent's busiest Bus Stations, in which the successful applicant will be responsible for the management of 80 staff and 36 vehicles which operate local bus, contract and an extensive network of schools' services.

Applicants will need to display sound financial awareness, together with a 'hands on' approach in managing and motivating their staff to achieve increased profit and improvements in quality.

*Applications including full curriculum vitae should be made to:*

**D. Topliff, Managing Director**

**STAGECOACH (SOUTH) LIMITED,**  
Lewes Enterprise Centre,

112 Malling Street, Lewes, East Sussex BN7 2RB

*Closing date for applications is 10th March 1997*



## OPERATIONS DIRECTOR - CPT UK

The Confederation of Passenger Transport UK (CPT) is the National Trade Association for bus, coach, light rail, tram and metro operators. On the retirement of the current post holder, CPT wishes to appoint an Operations Director.

### The Job

The Operations Director plays a leading role in the development of policies to promote the operational efficiency of CPT members. This is a high profile post involving detailed analysis of matters such as the operational implications of proposed changes to legislation brought forward by the UK and EU Governments. A close relationship would be maintained with CPT Member Companies, both directly and through Committees. The Operations Director represents the industry's views on operational matters to UK and EU Governments.

### About You

Substantial experience of the passenger transport industry in an operational capacity would clearly be a significant benefit to your application. You will need to demonstrate evidence of an understanding of the technical issues which affect the operational efficiency of the passenger transport industry. Good communication skills, both verbal and written are essential. The ability to liaise successfully at senior levels within the passenger transport industry and the Government will be important.

**You will need to bring energy and enthusiasm to lead a small team and to develop policy alongside demands of the industry for advice and guidance on operational matters.**

### Salary:

CIRCA £40,000.

*Please send your cv (marked Private and Confidential) to:*

**Mrs V Palmer,  
CPT UK,  
Imperial House,  
15-19 Kingsway,  
London  
WC2B 6UN**

*Closing date for applications is 10th March 1997.*

Candidates wishing to discuss on a confidential basis, any particular aspects of the selection process, are invited to telephone Mrs Palmer on 0171 240 3131



# You know the name..... but what's the number?

## FIND IT HERE IN THE INSTANT PHONE GUIDE

### A — A

AK Carpets, Coach carpets and trim tel: 01254 871879

Autoglass Coach & Bus Services  
London ..... 0181 903 6500  
South East ..... 01293 525155  
East Anglia ..... 01603 788251  
South Coast ..... 01202 676040  
South West ..... 01454 620515  
Wales ..... 01792 790060  
Midlands ..... 0116 275 0271  
North ..... 0161 624 0025  
Tyneside & Cumbria ..... 0191 491 0529  
Scotland South ..... 0141 347 1066  
Scotland North ..... 01224 647089  
Dial free throughout UK 0800 222 777

Automate Wheel Covers, Wheel Trims, Ashtrays etc.  
tel/fax: 01274 862700

A quality engine call Actionform  
tel: 01902 714242

Actionform Ltd  
Engine refurb.  
tel: 01902 714242  
fax: 01902 22880

A.V.T., suppliers of in coach audio video and public address.  
tel: 01386 831777

### B — B

Beral Brake Linings  
Roadlink International  
tel: 01902 636206

Belaco Ltd, Brake linings  
tel: 01298 811236

Berkhof, Ave-Sales, Parts & Services tel: 01344 861787

British Furtex Fabrics,  
suppliers of quality moquettes  
for Coach and Bus Industry  
tel: 01422 882161

Bryden Riveting Machines  
Roadlink Int' tel: 01902 636206

Buss Bizz, Vehicle spares  
tel: 01962 715555/715566

Busparts, for windscreens, body and chassis parts  
B/Ham: 0121-524-1200  
Bristol: 0117-955 4955  
London: 01932-569 177

Bus & Coach Glazing (Anston)  
tel: 01909 551188

Bus & Coach Glazing (Barrhead)  
tel: 0141 8761177  
Bus & Coach Glazing (Ware)  
tel: 01920 485996  
Freephone: 0800 220077  
Insurance Company Approved

### C — C

Carlyle parts for Van Hool wind screen, body & integral chassis parts. tel: 0121 524 1200

CONCEPT AV  
Audio, visual, toilets.

tel: 0161 877 7777

Confederation of Passenger Transport UK tel: 0171 831 7546

Computer Systems and Software  
A.K.M. tel: 01270 250829

C.Anthony Wood & Co  
Accountants  
tel: 0181 866 8232

C.P.V. CONVERSIONS,  
Alpha-Tec. tel: 01132 329559

CCS 24hr Coach Mobile  
B/Down Svc tel: 0181 5617838

Coach Wash, Armchair  
Brentford tel: 0181 568 8227

Cornish-NW, Insurance  
tel: 0151 5461282

### D — D

Driver Seats: Thomas Scott & Co.  
tel: 0141 7632120

DB. Associates Business  
Consultants tel: 01799 540513

Dennis Specialists Vehicles  
tel: 01483 571271

### E — E

Elite Services  
Seatbelt specialists  
tel: 0161 480 0617

Engines, Preston Engines.  
tel: 01772 651629

### F — F

Fuel Management Equipment by  
Triscan tel: 01254 682111

### G — G

Gary Smith, Spares and recovery  
tel: 01789 267990

Gauntlet Insurance, Bus, Coach and Fleet Insurance  
tel: 01132 448686

### H — H

Hindle Auto for Engines and ZF Trans.  
Tel: 01274 732284

Mercedes Benz  
(United Kingdom) Ltd  
tel: 01908 24500

### N — N

Nationwide Seatbelts  
tel: 01621 840722

Neoplan  
For Parts & Service  
tel: 01709 700600

Nightbright P.C.V. Cleaning  
Specialist tel: 01850 174029

Northern Counties Ltd  
Bus Bodies tel: 01942 212135

### S — S

Scania Bus & Coach UK Ltd  
Contact: Ian Hall  
Tel: 01909 500822  
Fax: 01909 500165

Somers Vehicle Lifts  
tel: 0121 501 1077

Screen Savers, Glazing  
tel: 01831 551166

Southern Trimmers  
tel: 01443 710240

Southcoast, Trimmings  
tel: 01703 660676

Spares - Allco Passenger  
Vehicles tel: 01895 820760

Steamy Windows, J W  
Glass tel: 01283 32418

Seatbelts: Pennine Coach  
Painters tel: 01226 204059

Swire Fraser Limited,  
Lloyds Insurance Brokers,  
Tel: 0171 2041367  
Fax: 0171 2041484

### T — T

Toyota GB tel: 01737 785320  
After Sales tel: 01737 785213

Transport Studies CPC, training  
tel: 01254 823921

Transmissions, U.K. Diesels  
tel: 01703 652288

### U — U

UNIFORMS UNLIMITED  
FAX & TEL: 01423 528275

### V — V

Vulcan Eng, Seats&Hand Rails  
Halifax tel: 01422 202840

### W — W

Wrightsire Insurance Services  
Limited. tel: 01708 865533/  
0151 724 2266

### L — L

Lockerbie P.S.V. Consultants.  
Agents for Onyx, Nutrack and  
Cacclamali.  
tel: 01228 562414/0378 041151  
or N.E. Agent on 0860 795598

Leyland Engines,  
call Actionform!  
tel: 01902 714242

### M — M

Mobile Vehicle Lifts - Prolift  
tel: 01432 350330

MAN Truck & Bus UK Ltd  
Swindon tel: 01793 490231

### R — R

Reg. Plates, Tayside Numbers:  
tel: 01382 350245

Registrations:  
National Numbers  
tel: 01642 360066

**Coach and Bus Week - Tel: 01733 467144**

## ▼ Engineering

# New md for Allison Transmission Europe

And post's former occupant takes on a worldwide role

ALLISON, the transmission division of General Motors has made a series of senior appointments geared to improving worldwide sales of its automatic gearboxes for coaches, buses and trucks.

Lawrence Dewey,

by Mike Morgan

currently managing director of Allison Transmission Europe, becomes general sales manager for Allison worldwide.

Michael Headly is promoted to replace Mr

Dewey. Mr Headly takes up his position on 1 April at the company's European headquarters in The Netherlands.

He will be responsible for sales and support in Europe, the Middle East and Africa.



Michael G Headly: md

## ▼ Union

## Only busman on RMT exec

WHEN Eastleigh bus driver Andy Lister takes his seat on the RMT Executive Council for the first time he will be the only busman in the country to be elected to the trade union's full-time governing body.

Six thousand RMT members from Land's End to Bristol elected Mr Lister, 43, on to the executive council for a 12-month stint. Although the appointment means him giving up bus driving for a year, he will still be the union's branch secretary at Solent Blue Line where he's worked since 1982.

The other 10 seats on the newly-formed executive council at the union's headquarters in Euston Road, London, will be taken by rail and dock employees.

CBW



## ▼ Bus

## Delaine's oldest employee

DELAINE Bus Company receptionist, Isobel Lunn (left) is still at work as the firm's oldest employee and has no plans to retire despite having just celebrated her 80th birthday.

Isobel joined the south Lincolnshire com-

pany when her husband, William was a driver.

For many years she was a full-time conductress but, when her husband died, she continued to work as part-time receptionist saying: "Working at Delaine, alongside the fam-

ily, really has kept me sane."

Nevertheless, she has yet to beat the record of driver Jimmy Culshaw, who was still working for Delaine aged 89. Jimmy died in 1971 after 36 years behind the wheel.



The PSV industry's news weekly

**Payment (please tick as appropriate)**

**Coach and Bus Week**

	1 year	2 years	3 years
UK	£49.00	£88.00	£125.00
Eire/Europe	1 year £92.00.	Airmail 1 year £124.00	

**Transit (Existing Coach and Bus Week Subscribers)**

	1 year	2 years	3 years
UK	£72.00	£129.00	£183.00
Eire/Europe	1 year £115.00.	Airmail 1 year £147.00	

**Coach and Bus Week and Transit (New Subscribers)**

	1 year	2 years	3 years
UK	£121.00	£217.00	£308.00
Eire/Europe	1 year £164.00.	Airmail 1 year £196.00	

**PLEASE ANSWER THE FOLLOWING QUESTIONS.**

**YOUR COMPANY DETAILS**

1. What is your primary job title? (Tick one only)

Owner/Director	<input type="checkbox"/> 01
Senior/General Manager	<input type="checkbox"/> 02
Engineering/Service Manager	<input type="checkbox"/> 03
Other (please specify)	<input type="checkbox"/> 04

2. What is your company's main business function?

Bus Operator	<input type="checkbox"/> 01
Coach Operator	<input type="checkbox"/> 05
Coach & Bus Operator	<input type="checkbox"/> 02
Local Government	<input type="checkbox"/> 03
Other (please specify)	<input type="checkbox"/> 04

## SUBSCRIPTION ORDER FORM

*Coach and Bus Week* is the news weekly for coach and bus operators. *Transit* provides vital analysis of, and information on, the UK public transport scene every fortnight. Together they make an unbeatable and invaluable package. All annual subscription rates include delivery by first class post. It is important to fill out all parts of this form. NB: *Transit* is not available on subscription without *Coach and Bus Week*.

3. How many vehicles does your company own/operate?

(Tick all that apply)

	Buses	Coaches
1-5	<input type="checkbox"/> 01	<input type="checkbox"/> 10
6-10	<input type="checkbox"/> 02	<input type="checkbox"/> 11
11-15	<input type="checkbox"/> 03	<input type="checkbox"/> 12
16-25	<input type="checkbox"/> 04	<input type="checkbox"/> 13
26-39	<input type="checkbox"/> 05	<input type="checkbox"/> 14
40-100	<input type="checkbox"/> 06	<input type="checkbox"/> 15
101-400	<input type="checkbox"/> 07	<input type="checkbox"/> 16
401-1000	<input type="checkbox"/> 08	<input type="checkbox"/> 17
1000+	<input type="checkbox"/> 09	<input type="checkbox"/> 18

5. What type of work does your company undertake?

(Tick all that apply)

Private Hire	<input type="checkbox"/> 01
Day Excursions	<input type="checkbox"/> 02
British Tours	<input type="checkbox"/> 03
European Tours	<input type="checkbox"/> 04
Local Government Contracts	<input type="checkbox"/> 05
Emergency/Breakdown Services	<input type="checkbox"/> 06

By cheque: I enclose a cheque for £ ..... made payable to EMAP Business Communications.

By credit card: I authorise you to debit my Mastercard/VISA/

DinersClub/Amex card for the amount of £ .....

Expiry date .....

By invoice: Please invoice my company

Card number: **000000000000000000000000**

Signed .....

Name .....

Job Title .....

Company .....

Address .....

Postcode..... Tel: .....

Return to: Kerry Young, Coach and Bus Week, Subscription Department, EMAP Automotive Ltd., Wentworth House, Wentworth Street, Peterborough PE1 1DS, or phone 01733 467051 today

# BERKHOF

— The range for  
Style,  
Quality and  
Value



EXCELLENCE 1000 MIDI



EXCELLENCE 1000L



AXIAL



EXCELLENCE 3000HD

EXCELLENCE  
and AXIALS  
AVAILABLE FROM  
STOCK

AVE  
BERKHOF

The right choice every time

Coldborough House,  
Market Street,  
Bracknell,  
Berkshire  
RG12 1JA

Tel: 01344 861787  
Fax: 01344 860780